

SEP 19 1921

*Should a Salesman Own His Own Car? Discussed in  
this issue*

Vol. 65

No. 12

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

[Trade Mark Registered U. S. Patent Office.]

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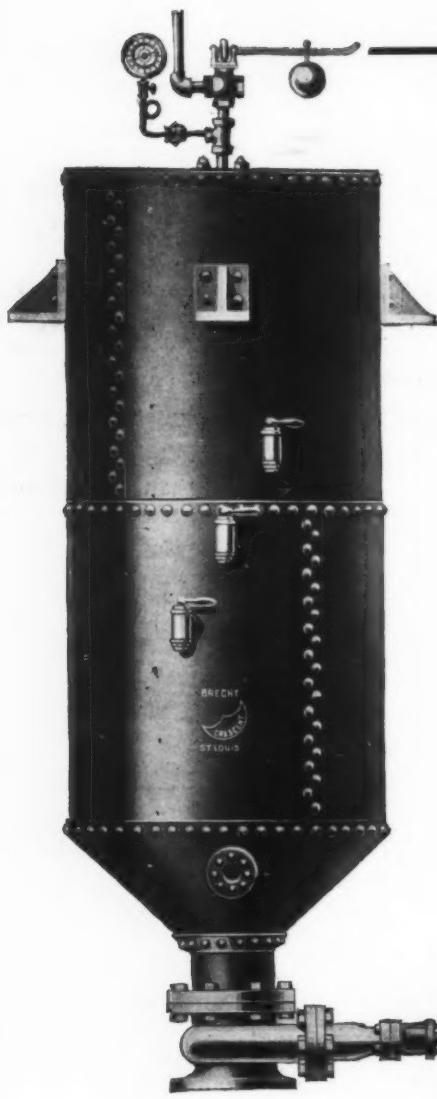
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 12.

## Foreign Trade Helps Meat Business

In recent issues THE NATIONAL PROVISIONER has called attention to signs of improving conditions in the meat packing and allied industries, and in each issue has printed a letter from a representative concern supplying machinery or supplies to packers, showing how business improvement was measured in orders from the trade for new or additional equipment.

Reference was made last week to the increase in the export meat trade, and the fact was mentioned that some packers were working their refineries at capacity to meet foreign orders. Confirming belief in the generally improved showing in foreign trade is the foreign trade summary of the U. S. Department of Commerce issued this week, showing an increase in all classes of exports in August of \$54,000,000 as compared with July. This showing is especially noteworthy in view of the fact that August is usually a month of decreasing shipments.

In a survey of business conditions written for THE NATIONAL PROVISIONER, Mr. Chas. W. Kesser, secretary of the Hottmann Machine Co. of Philadelphia, builders of cutting and mixing devices, says that while the sales for the first six months of 1921 exceeded those for the corresponding months of 1920 by margins ranging from 34 to 242%, they would have been even better had conditions been more favorable. Mr. Kesser's statement continues:

"We find increasing optimism everywhere. Packers know that the worst never came; and that they have weathered the heaviest storm. There will be lots of little squalls, and plenty of dips of the line on the prosperity chart, but its trend will now be continually upward.

"In some other fields we find orders plentiful. Candy is coming back strong. Inquiries from the chemical and dyestuff industry are surprisingly abundant, but orders are scarce, indicating an early resumption is anticipated. The cocoanut trade which suffered a heavy inventory shrinkage like some departments of the meat packing industry, is coming back with orders showing that the sun is shining. The oil and grease business seems to want machinery, the falling off of industrial sales being partly made up in increased business from the automotive field.

"An industry depending on a diversified field like ours has many sources of information. The prevailing impression is that September marks the actual turning point, and that substantial prosperity is headed in our direction. No one will get his share without working for it this

time. Most of us have learned our lesson. It is: 'Work harder and watch the pennies.'"

### What Hurt the Meat Trade.

This is a different story from a year ago, when a business depression had set in. From the standpoint of the meat and livestock industries the causes which brought about the depression can be reduced to four factors. These factors in the order in which they affected the situation are as follows:

1. The falling off of exports, particularly in beef and beef products, pork and pork products and cotton.
2. The very marked decline in domestic consumption, in which the so-called buyers' strike was a factor.
3. The increase in freight rates.
4. The pressure of limitations of credit and discount rates.

As a result of these things commodities were forced upon the market where there was no demand and lower prices had to be offered in order to sell at all.

### The Case of Hides and Lard.

Now, however, the outlook is full of promise. Two examples—hides and lard—will suffice. It is well known that great quantities of hides have gone to the tannery and have been made into leather, and since the total quantity of leather on hand has not increased, it is safe to assume that large amounts of leather have gone into manufactured articles of various kinds. Shoe manufacturers have been exceptionally busy for months, and some of the largest concerns have turned out more shoes than ever before. The consequence is that packer hides are well sold up, and there is considerably more inquiry for country hides.

Regarding lard, exports for the first six months of 1921 amounted to 69% of the total for the entire year 1920. Before the war Europe took about 90% of the exports and Great Britain and Germany were of equal importance. At present Europe is taking almost as much lard as she used to, while shipments to Germany are now greater than to Great Britain.

The whole industrial situation has been strengthened by the amazing rise in cotton values. In the last 60 days the advance in cotton has made the new crop and the carry-over worth nearly \$500,000,000 more than they would have been

worth at the prices then prevailing. The change is due to the crop estimate, which is only half that for 1920. As one writer sums it up, "on the basis of the showing the South will be enriched beyond the fondest expectations and a release of a huge volume of bank credits, together with a big increase in buying power will follow."

THE NATIONAL PROVISIONER has some more statements from trade sources concerning the situation in the meat packing industry which it will print from week to week. All of them show that business is good, and is getting better each month.

### ASK EXPORT FREIGHT RATE CUT.

Export trade in meats and products can be greatly stimulated if railroads will reduce their high freight charges for carrying export shipments to seaboard. Reduction of freight rates as a means of stimulating foreign trade, and thus helping general business, was urged upon the traffic executive committee of the Eastern territory at a hearing in New York this week.

Attention was called to the fact that the livestock and meat industries are back to pre-war prices, while transportation costs have not shown a similar decline. In the statement filed with the traffic officials the Institute said, among other things:

During the war period, America practically supplied the civilized world with meat products. Had transportation charges been restored to a pre-war basis there is little doubt but that our exports would have continued. At the sacrifice of practically our entire margin, we exported during the first seven months of this year 1,079,882,024 pounds of meat products, valued at \$167,207,958. During the same period in 1920 we exported 1,079,654,557 pounds, virtually the same volume, valued at \$265,954,369. Out of the gross return of approximately \$100,000,000 less than in 1920, we have absorbed the increases in transportation rates made effective August, 1920.

The railroads were told that value of products should be an element considered and the decline in values argued distinctly in favor of rate reductions.

The Institute was represented at the hearing by Secretary C. B. Heinemann, Chairman Charles E. Herrick of the traffic committee and the following members: A. Z. Baker, Cleveland, O.; F. W. Ellis, John R. Baker, George A. Blair, Chicago; Chas. E. Mallory, Indianapolis, and L. A. Perkins, Cincinnati, O.

### Packers' Delivery Problems

Under this heading information will be published from week to week on the subject of local transportation problems of the meat industry; that is, delivery problems, covering both motor and horse-drawn haulage. The Committee on Local Deliveries of the Institute of American Meat Packers is working on these problems constantly, and is ready to answer questions and take up suggestions made by any packer.

#### OWNERSHIP OF SALESMEN'S CARS.

Should packinghouse salesmen own their own cars?

The Committee on Local Deliveries of the Institute of American Meat Packers is strongly of the opinion that they should. This is a question which was a subject of discussion at the recent Institute convention, and which comes up every week somewhere in the trade.

In response to a request to outline a workable plan for salesmen ownership of cars, the Committee says:

The Committee recommends that members of the Institute have no other entanglements with passenger cars than to give the salesman a weekly allowance and to see that he is carrying insurance to protect himself and the company for which he works from liability and property damage lawsuits.

The use of passenger cars for salesmen has passed through two stages and is now in the third stage, which we have found to be the most satisfactory.

In the first stage, the company purchased the car for the salesman and paid all expenses connected with it.

In the second stage, the company purchased the car and in turn resold it to the salesman for a stated sum each week, giving the salesman from 18 months to two years to pay for the machine. During this time ownership remained with the company, but a weekly allowance was given to the salesman.

The third stage is that recommended by the Committee on Local Deliveries.

#### Objection to Installment Method.

An objection to the second stage is that if an automobile is purchased for a salesman and if from a year and a half to two years is allowed him in which to pay for it, he may leave at any time during this period. We always find that he leaves the machine rather than pay the remaining portion and take the machine with him. Salesmen do not always stay with a concern for two years, but may leave it or be promoted, or transferred to other positions where they may have no use for a machine. The majority of salesmen do not earn sufficient money to pay for the machine in a shorter time.

Our experience has been that when a salesman turned a machine back to us it would not bring as much on the open market as our equity amounted to. Also, it was generally in need of some extensive repairs. We also find that other salesmen who want to buy machines do not want to buy second-hand machines and inherit somebody else's troubles.

If the packer wants to sell machines to the salesmen, we suggest that they allow them from 18 months to two years to pay for them, depending on how much the salesmen are making. The company and the salesmen should agree upon a price for the machine that is mutually satisfactory. The company must not expect to make any money on the sale, for the reason that the salesman, as soon as he sees any indication that he is being taken advantage of, will not give the proper efficiency.

We find that salesmen operating in the city average about 800 miles a month. Under these conditions, a Ford roadster would require from \$9.00 to \$12.00 a week.

In some places, we have men getting \$9.00 a week who say they are perfectly satisfied. In other places, we are paying as high as \$12.00 a week in order to keep the salesmen satisfied.

#### Should Assist the Salesmen.

As long as the ownership of the machines remains with the company it will be up to the company to see that they are properly insured and that the premiums are charged to the salesmen. If the ownership of the machine rests with the salesman, the company probably can get cheaper insurance than the salesman. The company should assist the salesman in any way possible to operate his machine at the minimum cost.

If packers wish to find whether our recommendations are based upon facts, we suggest that they compare the tonnage and expense of a man who does not use a car with the tonnage and expense of a man using a company-owned car on approximately the same territory. It will be instructive also to compare the tonnage and expense of company-owned machines with personally-owned machines.

#### PACKER LABOR AGREEMENT ENDS.

The arrangement between certain large packers and labor organizations affecting wages and working conditions at Chicago and other large centers, known as the Alschuler agreement, which has been in force since the war, came to an end on September 15. It will not be renewed.

A number of large packers have instituted systems of employee representation under which all such relations between employer and employee will be handled hereafter. Two of these plans have been described in detail in the columns of THE NATIONAL PROVISIONER, and others will follow under the general heading of the activities of the industrial relations committee of the Institute of American Meat Packers.

It is stated that 90 per cent of the employees of packers involved have agreed to the new plan, and have participated in elections of representatives in the plant councils, in which both management and employees are represented. All employees are eligible and they elect their own representatives by ballot. No one not an employee may represent the employees.

Packers throughout the country not included under the Alschuler agreement have in most cases made similar arrangements with their employees, and labor difficulties have disappeared where these plans have been put in force. Wage reductions have taken place in conformity to the general economic readjustment, and a friendly understanding between packers and employees has been maintained. It is expected that the same results will follow in plants in large centers, now that the Alschuler agreement has ended and the new employee representation plan is being worked out and given practical demonstration.

#### AID CANADIAN MEAT PRODUCERS.

To carry Canadian cattle raisers over the period of abnormally low prices the Dominion government and the Canadian Bankers' Association have made an arrangement whereby advances will be made by the banks, according to a statement to the Hon. S. F. Tolmie, minister of agriculture.

### Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

#### I. C. C. CUTS LIVESTOCK RATES.

The Interstate Commerce Commission on September 13 authorized the railroads operating in the territory on and west of the Mississippi river and Chicago to reduce by 20 per cent all rates on cattle, hogs and sheep in carloads in that territory now higher than 50 cents per cwt., except that no rates need be reduced below 50 cents. The new rates are to become effective September 20, and practically all rates from points west of the Missouri river to Chicago will be reduced in amounts from 10 to 25 cents per cwt. In many cases the entire increase made in August, 1920, will be eliminated by the new rates.

#### COMMERCE COMMISSION CASES.

Complaints made to the Interstate Commerce Commission recently and decisions rendered by the Commission in cases of interest to meat packers are as follows:

**Rates on Frozen Fresh Green Beef Bones.**—Docket No. 12176, Morris & Co. vs. Director General as agent, et al.; Docket No. 12283, Wilson & Co., Inc., vs. Director General as agent, et al.; and Docket No. 12302, Armour & Co. vs. Director General as agent, et al. A tentative report in these cases has been proposed by Examiner J. T. Money, the syllabus of which is as follows: "1. Rates charged on frozen fresh green beef bones from South St. Paul, Minn.; Sioux City, Ia.; South Omaha, Nebr.; Kansas City, Mo.-Kans.; Fort Worth, Tex.; Chicago, and East St. Louis, Ill., and New York, N. Y., to Camden, N. J., found to have been in excess of those legally applicable. Reparation awarded. 2. Present fourth-class rating and rates on frozen fresh green beef bones in carloads, from East St. Louis and Chicago, Ill., and other Western points and New York, N. Y., found to have been and to be unreasonable to the extent that it exceeded and exceeds the rating and rates on packing-house products. Reasonable rates for the future prescribed and reparation awarded."

**Tentative Report on Minimum Charges Between Points in South.**—Docket Nos. 12316 and 12335, Swift & Co. vs. Director General as agent, et al. A tentative report in these cases has been proposed by Examiner J. T. Money, the syllabus of which is as follows: "Minimum charges on less than carload shipments from East St. Louis, Ill., and Moultrie, Ga., to points in Southern States found not to have been unreasonable, but those from East St. Louis found to have been in excess of those legally applicable. Reparation awarded. Complaint in No. 12335 dismissed."

**Reparation on Livestock Shipments Denied.**—Docket No. 11906, Hyre-Price Live Stock Commission Co. and Lewis & Mann Live Stock Commission Co. vs. M., K. & T. Ry. Co. of Texas, et al. A tentative report in this case has been proposed by Examiner W. H. Wagner, the syllabus of which is as follows: "Reparation on carload shipments of livestock from Gould and Hollis, Okla., and from Dodsonville and Wellington, Tex., to Wichita, Kans., denied and complaint dismissed."

(Continued on page 35.)

## Meat Packers' Committees for New Year

Standing committees of the Institute of American Meat Packers for the new year commencing October 1 were announced his week by President Thomas E. Wilson. Besides President Wilson, the recent convention elected as vice-presidents, C. B. Heinemann of Chicago, Howard R. Smith of Baltimore, Md., Albert T. Rohe of New York, and G. Harvey Nuckolls of Pueblo, Colo. Director W. W. Woods of the Bureau of Public Relations was elected secretary to succeed Mr. Heinemann, and John T. Agar of Chicago was re-elected treasurer.

The list of standing committees for the year numbers twenty, which is double the number in existence two years ago, and indicates the widely-ramified activities of the organization. New committees announced include the Committee on Soft and Oily Hogs, to deal with a vexing Southern problem, of which Howard R. Smith of Baltimore is chairman, and a Membership Committee with the energetic T. W. Taliaferro of Detroit as the head.

The full list of committees is as follows:

Committee on Eradication of Livestock Diseases—W. H. Gehrmann, chairman, Kohrs Packing Co., Davenport, Ia.; R. F. Eagle, Wilson & Co., Chicago, Ill.; E. R. Gentry, Armour & Co., Chicago, Ill.; James B. McCrea, Ohio Provision Co., Cleveland, O.; E. F. Rath, The Rath Packing Co., Waterloo, Ia.; R. S. Sinclair, T. M. Sinclair & Co., Cedar Rapids, Ia.

Committee on Foreign Relations and Trade—S. T. Nash, chairman, Cleveland Provision Co., Cleveland, O.; Robert Mair, vice-chairman, Swift & Co., Chicago, Ill.; Chas. E. Herrick, Brennan Packing Co., Chicago, Ill.; J. G. Cownie, Jacob Dold Packing Co., Buffalo, N. Y.; Charles F. Hammond, Hammond, Standish & Co., Detroit, Mich.; J. A. Hawkinson, Allied Packers, Inc., Chicago, Ill.; J. J. Jacobsen, Morris & Co., Chicago, Ill.; M. Rosenbach, Wilson & Co., Chicago, Ill.; Geo. Marples, The Cudahy Packing Co., Chicago, Ill.; W. W. Shoemaker, Armour & Co., Chicago, Ill.

Committee on Improved Livestock Breeding—Murdo Mackenzie, chairman, Matador Land & Cattle Co., Chicago, Ill.; E. R. Gentry, vice-chairman, Armour & Co., Chicago, Ill.; Edward N. Wentworth, secretary, Armour & Co., Chicago, Ill.; George W. Chandler, Morris & Co., Chicago, Ill.; Patrick Brennan, The Independent Packing Co., Chicago, Ill.; T. H. Ingwersen, Swift & Co., Chicago, Ill.; R. S. Matherson, Swift & Co., Chicago, Ill.; J. A. Crane, Wilson & Co., Chicago, Ill.; David Pfaelzer, Louis Pfaelzer Packing Co., Chicago, Ill.; W. H. White, Jr., White Provision Co., Atlanta, Ga.; Morris Schaffner, Schaffner Bros. Co., Erie, Pa.

Committee on Industrial Relations—Harvey G. Ellerd, chairman, Armour & Co., Chicago, Ill.; A. B. Drummond, vice-chairman, Wilson & Co., Chicago, Ill.; J. Paul Dold, Jacob Dold Packing Co., Buffalo, N. Y.; John Calder, Swift & Co., Chicago, Ill.; A. A. Bureau, Morris & Co., Chicago, Ill.; R. W. Moody, The Cudahy Packing Co., Chicago, Ill.

Committee on Livestock Handling Losses—R. W. Carter, chairman, Swift & Co., Chicago, Ill.; E. S. Waterbury, Morris & Co., Chicago, Ill.; Dr. J. J. Hayes, Armour & Co., Chicago, Ill.; J. A. McNaughton, The Cudahy Packing Co., Chicago, Ill.; E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind.; R. F. Eagle, Wilson & Co., Chicago, Ill.; J. J. Felin, J. J. Felin & Co., Philadelphia, Pa.; M. Greenwald, Greenwald Packing Co., Baltimore, Md.

Committee on Local Deliveries—Oscar G. Mayer, chairman, Oscar Mayer & Co., Inc., Chicago, Ill.; Everett W. Turley, Wilson & Co., Chicago, Ill.; Thomas R. Buckham, Morris & Co., Chicago, Ill.; Ralph S. Dold, Jacob C. Dold Packing Co., Omaha, Nebr.; A. R. Dorrington, Armour & Co., Chicago, Ill.; F. G. Duffield, Jacob E. Decker & Sons, Mason City, Ia.; Gus Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo.; A. B. Tilt, Swift & Co., Chicago, Ill.

Committee on Nutrition—Dr. W. D. Richardson, chairman, Swift & Co., Chicago, Ill.; Dr. E. B. Forbes, vice-chairman, United Chemical & Organic Products Co., Chicago, Ill.; Dr. L. M. Tolman, Wilson & Co., Chicago, Ill.; Dr. J. J. Vollertsen, Morris & Co., Chicago, Ill.; Dr. W. H. Lipman, Swift & Co., Chicago, Ill.; Dr. Paul Rudnick, Armour & Co., Chicago, Ill.; Dr. David Klein, The Wilson Laboratories, Chicago, Ill.; Mrs. Helen M. Downing, Armour & Co., Chicago, Ill.

Committee on Packinghouse Practice—F. J. Gardner, chairman, Swift & Co., Chicago, Ill.; M. D. Harding, Armour & Co., Chicago, Ill.; W. B. Farris, Morris & Co., Chicago, Ill.; Arthur Cushman, Allied Packers, Inc., Chicago, Ill.; S. C. Frazee, Wilson & Co., Chicago, Ill.; John Robertson, Miller & Hart, Chicago, Ill.; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D.; J. J. Cuff, J. Dold Packing Co., Buffalo, N. Y.; James E. Gallagher, Guggenheim Bros., Chicago, Ill.

Committee on Public Relations—G. F. Swift, Jr., chairman, Swift & Co., Chicago, Ill.; John T. Agar, William Davies Co., Chicago, Ill.; A. Watson Armour, Armour & Co., Chicago, Ill.; E. S. Waterbury, Morris & Co., Chicago, Ill.; V. D. Skipworth, Wilson & Co., Chicago, Ill.; B. W. Corkran, Corkran, Hill & Co., Baltimore, Md.; Geo. A. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Chas. H. Ogden, Pittsburgh Packing & Provision Co., Pittsburgh, Pa.; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; A. T. Rohe, Rohe & Bro., New York, N. Y.

Committee on Soft and Oily Hogs—Howard R. Smith, chairman, Earl Court Apart-

ments, Baltimore, Md.; Henry Neuhoff, Neuhoff Packing Co., Nashville, Tenn.; W. H. White, Jr., White Provision Co., Atlanta, Ga.; J. L. McCabe, Memphis Packing Corp., Memphis, Tenn.; F. N. Phillips, Birmingham Packing Co., Birmingham, Ala.; W. L. Hadley, East Side Packing Co., East St. Louis, Ill.; A. D. Davis, A. D. Davis Packing Co., Mobile, Ala.

Committee on Standardized Accounting—J. H. Bliss, chairman, Swift & Co., Chicago, Ill.; W. P. Hemphill, Armour & Co., Chicago, Ill.; Oscar G. Mayer, Oscar Mayer & Co., Inc., Chicago, Ill.; R. J. White, The Independent Packing Co., Chicago, Ill.; F. E. Fawkes, Allied Packers, Inc., Chicago, Ill.; F. H. Kneif, Wilson & Co., Chicago, Ill.; W. S. Clitheroe, Morris & Co., Chicago, Ill.; J. F. Gearen, The Cudahy Packing Co., Chicago, Ill.; Geo. E. Strachan, Louis Pfaelzer & Sons, Chicago, Ill.; J. W. Mock, John Morrell & Co., Ottumwa, Ia.; P. O. Rial, Jacob Dold Packing Co., Buffalo, N. Y.; E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind.

Committee on Standardized Containers—Frank D. McKeag, chairman, Armour & Co., Chicago, Ill.; G. T. Talley, Jacob Dold Packing Co., Buffalo, N. Y.; W. H. Kamkert, Swift & Co., Chicago, Ill.; F. A. Honnell, Wilson & Co., Chicago, Ill.; E. F. Gallivan, Morris & Co., Chicago, Ill.; Fred Dietrich, Cincinnati Abattoir Co., Cincinnati, Ohio; A. R. Fay, Swift & Co., Chicago, Ill.; F. W. Ellis, Armour & Co., Chicago, Ill.; J. A. McNaughton, The Cudahy Packing Co., Chicago, Ill.; A. Z. Baker, Cleveland Provision Co., Cleveland, Ohio; C. E. Herrick, Brennan Packing Co., Chicago, Ill.

Committee to Confer with Government Officials—R. F. Eagle, Chairman, Wilson & Co., Chicago, Ill.; E. A. Cudahy, Jr., The Cudahy Packing Co., Chicago, Ill.; J. J. Hayes, Armour & Co., Chicago, Ill.; Michael Ryan, Cincinnati Abattoir Co., Cincinnati, Ohio; A. T. Rohe, Rohe & Bro., New York, N. Y.; James S. Agar, Wm. Davies Co., Chicago, Ill.; Fred Krey, Krey Packing Co., St. Louis, Mo.; Howard R. Smith, Earl Court Apartments, Baltimore, Md.

A subcommittee, known as the advisory (Continued on Page 36.)

## Organize to Administer Packer Law

Designation of Chester Morrill, assistant chief of the Bureau of Markets and Crop Estimates, as Assistant to the Secretary of Agriculture, for the purpose of constructing an organization to administer the Packers and Stockyards Act, is announced.

Mr. Morrill, who has entered upon his duties, is engaged in the preliminary task of collecting from various Government departments and agencies having to do in the past with the packing industry information which will be available for use in building a permanent organization, under the direction of the Secretary of Agriculture, to administer the act.

In this work Mr. Morrill is receiving the assistance of Bayard T. Hainer of Oklahoma City, former judge of the United States District Court in Oklahoma, who is looking into legal phases of the proposed organization's activities.

Administration of the act will be undertaken by a new and separate unit of the department. In organizing it, especial care is being exercised to obtain for the personnel men whose knowledge of the industry and the law best fits them for that service. It is Secretary Wallace's desire, says the announcement, that these men shall be familiar with problems and affairs

of the packing and live-stock industries and qualified through training and experience to deal with those problems intelligently and fairly.

In addition, a careful study is being made of conditions as they have existed and now exist, to determine equitable and fair methods of procedure to all parties involved. The announcement continues:

"The study of the industry is a task of large proportions, involving the digest of a vast volume of information already in possession of the Federal Trade Commission, the Department of Justice, the Interstate Commerce Commission, and other Government agencies. Every detail is under careful consideration, and no attempt will be made to erect a hard and fast organization until a thorough grasp of all the facts has been obtained. The work at the present time, therefore, is largely preliminary.

"Formal supervision of the industry awaits the fulfillment of certain preliminary legal requirements. Already, however, the Department has been informed that there will be placed before it at an early date complaints as to the commission rates —long a bone of contention—charged at some markets."

## TRADE GLEANINGS

The Danahy Packing Co. is building another addition to its plant at Buffalo, N. Y.

The Rule-Jayton Cotton Oil Co. has been incorporated at Stamford, Tex., with a capital of \$200,000.

The Elwood Packing Co. has been incorporated at Elwood, Ind., with a capital of \$15,000. The directors are J. M. Herzog, E. M. Aldridge, D. M. Sisson.

The Knadler & Lucas Co. has been incorporated to carry on the business of commission merchants, manufacturers, packers, etc., with a capital of \$500,000.

Fire did damage to the extent of some \$35,000 to \$50,000 to the grease department of the refining plant of Darling & Co., Chicago, on September 3, 1921.

The Peru Packing Co. has been incorporated at Peru, Ind., with a capital of \$30,000. The directors are Florence A. McCaffrey, Kate Cole McCaffrey, F. E. Moeck, Louise R. Moeck.

The Drovers' Union Stock Yards, Columbus, O., has been sold to Finkbone Brothers of Newark, O. It is expected that the quantity of livestock handled in the yards will be increased under the new management.

J. H. Tebo has been made superintendent of the Charles Wolff Packing Co. at Topeka, Kans., succeeding C. W. Sheehan, who has been transferred. Mr. Tebo has been traveling inspector for Wilson & Co. and for the Allied Packers, Inc.

The Marquette Packing Co. has been incorporated at Chicago with a capital of \$50,000. The incorporators are William F. Erd, Redley V. Brown and Fred L. Weeks. W. B. Lathrop, 342 Monadnock block, Chicago, is correspondent.

The Nassau Fertilizer & Oil Co. has been incorporated at Fernandina, Fla., with a capital of \$500,000. The incorporators are J. P. Guess, Jr., W. H. Prest and A. L. Coleman.

Construction of stock yards at Fort Wayne has begun, which will call for an expenditure of \$20,000. Plans for additional buildings are under consideration. Otis M. Taylor, who has been for 13 years manager of the Union Stockyards at Lafayette, Ind., has been appointed manager.

### NATIONAL SAFETY CONGRESS.

How a billion dollars a year can be saved to the industries of this country by the prevention of the 20,000 deaths caused annually by industrial accidents, and the thousands upon thousands of injuries sustained by workers in industry, will be demonstrated at the tenth annual congress of the National Safety Council, which is to be held in the Massachusetts State House, Boston, September 26 to 30.

A billion dollars a year is the cost of industrial accidents, the National Safety Council has shown, and it has been proved that these accidents can be prevented, and this sum saved through effective safety work. The problem of maintaining effective safety work during the present business depression and accomplishing this enormous saving, more important to industry than ever before during these times when every possible economy and retrenchment is being made, is one of the main topics set for discussion at the safety congress. The solution of this problem, it is expected, will be found at this con-

clave of the foremost safety leaders in the country.

As has been the custom at past safety congresses, the delegates from the various industries, will meet in separate sectional meetings with others of their own group to discuss the special problems of their own industries, as well as at the general meetings in which the representatives of all industries will join. Special sectional meetings will be held for the automotive, chemical, construction, electric railway, metal, mining, packing and tanning, paper and pulp, public utilities, rubber, steam railroad, textile, and woodworking industries. Other section meetings include those of the education, engineering, health service, public safety, and women in industry sections of the National Safety Council.

### VALUE OF U. S. FARM CROPS.

The total value of U. S. farm crops in 1919, excluding forest products and nursery and greenhouse products, was \$14,755,358,407, according to the federal census of 1919. The corresponding value of crops in 1909 was \$5,231,850,683, representing an increase of \$9,523,507,724, or 182 per cent for the decade. This large increase in the value of farm crops is due in part to the fact that the prices of farm crops were unusually high in the year 1919.

The leading states in value of crops in 1919 were Texas, with \$1,071,526,923; Iowa, with \$890,391,299; Illinois, with \$864,737,833; Ohio, with \$607,037,562; Kansas with \$588,923,248, and California, with \$587,600,591.

## ALWAYS THINK OF EVAPORATORS AS AN ECONOMY INSTEAD OF AN EXPENSE

The endorsement of our ideas on construction and design by such companies as Swift, Armour, Cudahy, Wilson, Morris, and many other packers and the number of repeat orders from these people, is proof enough why our equipment has been adopted as

### "THE STANDARD"

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Cable Address, "Evaporator Chicago," Western Union Code

The advertisement features a top photograph showing three large vertical cylindrical tanks with pipes and valves. Below it is a schematic diagram of a complex piping system with arrows indicating flow direction. At the bottom is a large, bold, stylized logo where 'SWENSON' is written in a script font above 'EVAPORATOR CO.' in a bold, sans-serif font. Below this, the word 'EVAPORATORS' is written in a large, bold, serif font. The entire logo is surrounded by decorative horizontal lines and shapes.

# THE NATIONAL PROVISIONER Chicago and New York

Official Organ Institute of American  
Meat Packers and the American  
Meat Packers' Trade and  
Supply Association

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PAUL I. ALDRICH, Editor and Manager.

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## State Livestock Inspectors

There are two kinds of state live stock inspectors, both conscientious, but not possessed of equal vision.

One type of inspector exerts efforts of his own and welcomes the aid of Federal officials to keep farmers informed through newspapers, farm publications or otherwise of outbreaks of animal diseases and the precautions that should be taken to prevent their spread.

The other type feels that he must be patriotic to the interests of the State, but this feeling expresses itself as a short-sighted patriotism. It resents the direction of attention to any outbreak of animal diseases within the borders of the State. This resentment is based on the theory that packers will discriminate against live stock from States where animal diseases are reported.

The policy of this latter sort encourages the spread of livestock diseases. In the long run it is costly to the farmers, since it retards the quick cleaning up of whatever disease may have arisen. Sometimes it results in the extension of the disease. In the long run it costs the farmer more than it saves him.

Which type of official have you in your State?

## Accounting Progress

Cost accounting is seen to be more and more important as time goes on. The packer positively must know where he stands on costs. Last year the Institute's committee on standardized cost accounting made a most significant contribution to packing house methods along this line by issuing three pamphlets on "The Theory of Packing House Accounting," "The Cattle Business" and "The Hog Business." These were widely commented upon and studied in the industry.

The groundwork was prepared there and since then the committee has been hard at work handling inquiries and continuing the preparation of pamphlets. One of these was presented to members at the convention this year. This contained suggestions as to the handling of operating income and expense accounts, and was the result of much study.

This latest pamphlet, like the others, is of a practical nature, for the committee's idea was to emphasize the experience of the average plant and to get at just exactly the problem that the average packing house is up against in handling its accounting procedure. The purpose of the pamphlet was, therefore, two-fold: First, to give ideas to the executives and managers of effective forms of preparing statistics for a plant or concern, and sec-

ond, to give suggestions as to how the accounts might be arranged in order to produce such statistics as readily as possible.

In times of industrial reaction like the present the importance of carefully revising accounting methods becomes vital. Methods of handling income and expense accounts and departmental accounts should be looked to, for they are the ones that should tell the executives and operating men about their transactions and indicate how business is going.

When statistics are got through a sound and proper classification of income and expense accounts, they will answer any question a man might ask about the business. At short notice can be found such facts as these: The volume of business done, the gross earnings, total costs and expenses, labor costs, supply costs, power costs, team, insurance, selling and advertising costs, and all other costs and expenses. All this makes for efficiency.

As the work of this committee goes on packers will realize more and more its immense value to them and to the industry at large.

## Fire Prevention Day

An annual fire loss of 18,000 human lives, bodily injury to 60,000 persons more, and a financial loss of \$300,000,000 is staggering. And most of it is due to preventable causes. That is why October 9 is to be observed throughout the country as Fire Prevention Day.

For the people of the United States must be aroused to a realization of what such a loss means and how it can be avoided. The date itself is significant, for it is the anniversary of the great Chicago fire of 1871, which taught a lesson, but at an awful cost.

A campaign of education should be inaugurated here. The fire records of Europe show as a result of education a per capita fire loss of only one-tenth of that in the United States.

Through chambers of commerce there can be effective cleaning up of rubbish. Chimneys, heating flues, electric wiring and other appliances associated with fire hazard should be inspected periodically.

Through boards of education school pupils can be made to take part in fire drills. Merchants can aid by proper advertising. Boy Scouts also can do their bit by helping others to guard against fire.

Architects, engineers and builders know how to construct buildings that will not burn. Buildings of fire-safe construction are certain to be substantial in character and therefore enhance permanently the actual wealth of the community.

## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc., Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### DISPOSAL OF GLUE WATER.

An inquiry to The National Provisioner from a subscriber in Michigan follows:

Can you give me any information as to how I can dispose of the glue water from steam rendering tank through cesspool? I am located in the city and have no sanitary sewer. I would like to steam render my fresh tallow, but must have no odor. Will the glue water soon stop up the cesspool? I can get into a good bed of gravel at 10 to 12 feet. Any information you can give me will be greatly appreciated.

The reply to this inquiry is as follows:

We notice that this plant is located in a city where they have no sanitary sewer. The percentage of glue in the water at the time it is taken from the rendering tank is so low that the writer does not feel that it will in any manner stop up the cesspool, especially in view of the fact that the water would be naturally at a high temperature. There should not be any great odor from same and it is our recommendation that this water be drawn off and let run down the sewer.

This is customary in many plants throughout the city of Chicago, even where they cook in a pressure tank, do not manufacture glue and have no filtration plants.

### COMPOUND LARD RECIPE.

An inquiry from a subscriber in Roanoke, Va., reads as follows:

I would like to ask a little information of you regarding the making of compound lard. Is it best to make compound lard in open kettles? If so, would you kindly give me the recipe, or tell where I may be able to secure the desired information?

We are not anxious to get in the compound lard business but would like to make our surplus tallow into compound lard. We have only used open kettles and our equipment consists of same. If possible we would like to use same equipment.

In reply the Committee on Packinghouse Practice says:

Edible tallow can be rendered in an open tank, to be used in the manufacture of compound lard, but it makes a little darker tallow than if it was rendered in a closed tank, although many people do not make their edible tallow in open kettles.

After the tallow is rendered, use 15% tallow and 85% refined cottonseed oil for your mixture. Then it will have to be put through a deodorizing tank and steam

around 500° F. is passed through the mixture and carries away the odors. Then the deodorized product must be run over a roll to be chilled before going into the package. Quite a little machinery is required for the manufacture of this product.

\$156,012,081; Ohio, \$155,587,919; Illinois, \$142,351,262, and Iowa, \$130,250,447.

### VALUE OF POULTRY PRODUCTS.

The value of chickens raised and chicken eggs produced in 1919 was \$1,047,989,919, while the products of all kinds of poultry in 1909 were valued at \$509,195,232, representing an increase of \$538,794,687, or 105.8 per cent. Had the figures for 1919 included the products of all kinds of poultry the increase would doubtless have been somewhat larger. The value of chickens raised and chicken eggs produced in 1919 constituted 39.3 per cent of the total value of livestock products, as compared with 43.2 per cent of the value of products of all kinds of poultry in 1909. The states reporting the largest values for chickens and eggs in 1919 were Iowa, with \$70,212,544; Illinois, with \$67,690,085; Missouri, with \$66,271,029; Ohio, with \$64,109,133; Pennsylvania, with \$53,799,243, and Indiana, with \$52,765,970.

### VALUE OF DAIRY PRODUCTS.

The value of dairy products of farms in the United States in 1919 was \$1,481,362,091, as compared with \$596,413,463 in 1909, representing an increase of \$885,048,628, or 148.4 per cent. In 1919 dairy products constituted 55.5 per cent of the total value of livestock products, as compared with 50.6 per cent in 1909. Dairy products comprise milk, cream and butter fat sold, and butter and cheese made on farms. Seven states reported dairy products valued at more than \$70,000,000 in 1919, as follows: Wisconsin, \$180,306,599; New York, \$179,695,810; Pennsylvania, \$99,617,373; Ohio, \$81,148,586; Minnesota, \$77,870,358; Illinois, \$71,998,333, and Michigan, \$71,074,727.

## Handling Casing Slime

The next article in the series by the Committee on Packinghouse Practice is entitled "The Handling of Casing Slime." It will appear in an early issue of THE NATIONAL PROVISIONER.

For example, where the smokehouses are small and are in continuous operation, a higher temperature may be used with a shorter smoking period. We believe that as a general proposition a range of from 105 to 115 should be aimed at. If temperatures get to 120 or higher, they should be brought down by proper manipulation of draughts and fire pit doors. Lower temperatures may be used where trade does not require so dark a color nor so firm a product.

In smoking the different varieties of sausage, the temperature range should usually be regulated at 90° to 110°, finishing at a higher temperature.

### VALUE OF LIVESTOCK PRODUCTS.

The total value of livestock products of farms in the United States in 1919, not including livestock sold or slaughtered, according to the federal census, was \$2,667,738,931, as compared with \$1,177,974,703 in 1909. There was therefore an increase in value of livestock products during the decade of \$1,489,764,228, or 126.5 per cent. This large increase in the value of livestock products is due in part to the high prices which prevailed during the year 1919. The states which reported the largest values for livestock products in 1919 were as follows: New York, \$225,465,739; Wisconsin, \$213,022,023; Pennsylvania,

**F. C. ROGERS**

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**Provisions**

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*Do you need a good Packinghouse Superintendent or Foreman?*

Now is the time to get him—through the "WANTED" Page of THE NATIONAL PROVISIONER. Send advertisements either to Chicago or New York office.

## PROVISIONS AND LARD WEEKLY REVIEW

**All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.**

**Trading Quiet—Prices Irregular, Ribs Continue Heavy—Hogs Lower, Lard Exports Heavy.**

The developments the past week have not been very decided, but there has been an easier tone, particularly in meats and not much rallying strength in lard. The action of the lard market in view of the developments in the oil situation, and the confirmation of the small crop of cotton-seed this year, and the greatly decreased crush has been a little unexpected. The movement of hogs has been fairly liberal, and there has been an easing in hog values, with the average price showing a figure under 8c, which brings the spread between the price of hogs and the price of corn nearer than for a long time. The average price of cattle also declined, but there was a small increase in average price of sheep.

The relation of prices during the week, compared with previous weeks, follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week .....	\$ 7.40	\$ 8.10	\$ 3.80	\$ 8.70
Previous week .....	8.25	8.50	3.75	8.10
Cor. week, 1920 .....	15.25	15.25	6.75	13.50
Cor. week, 1919 .....	17.35	15.50	7.90	15.50
Cor. week, 1918 .....	19.95	16.40	11.85	17.25
Cor. week, 1917 .....	18.10	13.30	11.35	17.75
Cor. week, 1916 .....	10.85	9.55	8.00	10.90
Cor. week, 1915 .....	7.25	9.05	5.45	8.50
Cor. week, 1914 .....	8.80	9.30	5.70	8.50
Cor. week, 1913 .....	8.35	8.50	4.35	7.05
Cor. week, 1912 .....	8.39	8.10	4.25	7.10
Cor. week, 1911 .....	6.91	6.85	4.00	5.90
AV. 1911 to 1920 .....	\$12.10	\$11.20	\$6.95	\$11.20

The export movement of hog products keeps up unusually well, and the shipments of lard for the week amounted to 25,626,000 lbs., including 15,385,000 lbs. to Germany, while the exports of meats were 13,074,000 lbs. The exports of lard were more than double last year, which also was the case in the exports of meats.

The report of the Bureau of Markets showing the products of meats and fats for the month of July and for the seven months ended with July 31st, presents a most interesting study. There has been a decrease in the total number of cattle slaughtered during the seven months' period at inspected points of 522,000 and in calves of 181,000. The total product as reported for the period was 2,499,000,000 lbs. against 2,905,000,000 lbs. last year, a decrease of 406,000,000 lbs. Combining the products, stocks beginning of the period and imports, the total available supply of meat products was 2,660,000,000 lbs., against 3,235,000,000 lbs. last year. Deducting from this supply, the stocks at the end of the period and exports, the domestic use or disappearance of beef products was 2,439,000,000 lbs., a decrease of 513,000,000 lbs. compared with last year.

A similar analysis of the pork supply shows a production for the period of 4,172,000,000 lbs. against 4,122,000,000 lbs. a year ago, and a grand aggregate supply for the period, including the imports and stocks at the beginning of the period, of 5,122,000,000 lbs., against 5,482,000,000 lbs. last year. From this aggregate supply, deducting the exports and stocks at end of the period, shows a domestic distri-

bution of 3,215,000,000 lbs., a decrease of 206,000,000 lbs. compared with last year. The combined apparent domestic use of pork and beef products during the period was 5,659,000,000 lbs., against 6,371,000,000 lbs. last year, a decrease of 712,000,000 lbs., which may be taken as an indication

of the general economic conditions and the unemployment conditions, which have naturally decreased the consumption of expensive food products.

The comparative details of the figures for the month of July and for seven months each year follow:

	1921		1920	
	July.	7 months.	July.	7 months.
<b>BEEF—</b>				
Inspected slaughter:				
Cattle, head.....	579,000	4,207,000	661,000	4,728,000
Calves, head.....	324,000	2,322,000	343,000	2,503,000
Product, lbs. ....	347,701,000	2,499,389,000	380,452,000	2,905,404,000
Stocks beginning of period, lbs. ....	96,219,000	142,094,000	121,051,000	298,863,000
Imports, lbs. ....	1,980,000	17,839,000	4,019,000	30,940,000
Total supply, lbs. ....	45,988,000	2,081,369,000	40,185,000	3,200,000
Stocks end of period, lbs. ....	85,938,000	85,326,000	101,085,000	101,085,000
Exports, lbs. ....	20,756,000	329,874,000	19,847,000	181,487,000
Total, lbs. ....	106,794,000	215,512,000	120,932,000	282,572,000
Balance, domestic use, lbs. ....	339,196,000	2,439,410,000	285,101,000	2,952,744,000
<b>PORK—</b>				
Inspected slaughter, lbs. ....	2,820,000	23,910,000	2,043,000	24,048,000
Total product, lbs. ....	529,514,000	4,171,544,000	469,590,000	4,121,963,000
Imports, lbs. ....	11,916,000	358,877,000	33,877,000	700,000,000
Stocks beginning of period, lbs. ....	1,003,561,000	591,601,000	1,175,768,000	600,240,000
Total supply ....	1,544,991,000	5,122,022,000	1,679,235,000	5,482,212,000
Stocks end of period....	915,093,000	915,093,000	1,124,566,000	1,124,566,000
Exports ....	172,413,000	991,175,000	93,700,000	936,498,000
Total, lbs. ....	1,187,506,000	1,906,268,000	1,218,266,000	2,061,064,000
Balance domestic use....	157,485,000	3,215,754,000	460,969,000	3,421,148,000

The decrease in the domestic distribution of beef products seems to be just about in line with the decrease in the production although the stocks showed a greater decrease during July, 1921, than in July, 1920. The increase in the production of pork products for the period was offset by a decrease in imports. The end of the period shows a loss in stocks of over 200,000,000 lbs. compared with last year, partly due to the increase in exports. The increase in the exports has just about been in line with the increase

in production. The production has been this year about 800,000,000 lbs. more than the domestic use, as against a production last year of 700,000,000 lbs. in excess of the domestic use.

**PORK.**—The market has been dull and weaker, with the heaviness west. At New York mess was quoted at \$12@14, packet \$13@14, family \$15@16 and extra India mess at \$22@23. At Chicago mess pork was quotable at \$18 nominal.

**LARD.**—Demand was less active and the market was weak. Export clearances were heavy but ineffective. The English market was weak, and exchange rates weaker. At New York prime Western was quoted at 11.65@11.75, Middle West at 11.25@11.35. Refined to the continent 13½c, South American 13%, Brazil kegs 14½c. Compound lard was 11½@11¾c asked. There were rumors of considerable reselling of compound, with which pure lard was replaced. At Chicago regular lard in round lots was quoted at 11c, loose lard 50c under October, and leaf lard at 10.80@11c.

**BEEF.**—The market was dull. At New York mess was quoted at \$12@14, packet \$13@14, family \$15@16 and extra India mess \$22@23.

**SEE PAGE 31 FOR LATER MARKETS.**

**CHICAGO STOCKS OF PROVISIONS.**

Stocks of provisions at Chicago on September 15, compared to two weeks ago and a month ago, are summarized as follows:

	Sept. 14.	Aug. 31.	Sept. 14.
	1921.	1921.	1920.
Mess pork, bbls. ....	738	1,063	18,091
Lard, reg., lbs. ....	38,672,622	62,687,622	79,165,052
Other lard, lbs. ....	7,977,986	8,840,171	9,557,545
Other rib sides, lbs. ....	6,450,642	7,349,348	11,865,635
Extra S. C. sides, lbs. ....	1,150,203	1,442,097	2,525,916

**MEAT SUPPLIES AT PHILADELPHIA.**

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 3, 1921, with comparisons.

	Western dressed meats:	Sept. 3.	Week.
	Steers, carcasses .....	2,918	Aug. 26.
Cows, carcasses .....	649	330	
Pigs, carcasses .....	74	66	
Veal, carcasses .....	987	1,103	
Lamb, carcasses .....	8,983	7,033	
Mutton, carcasses .....	1,830	1,551	
Pork, lbs. ....	294,029	417,274	
Local slaughter:			
Cattle .....	2,273	2,075	
Calves .....	1,760	1,845	
Sheep .....	7,640	7,996	
Hogs .....	13,536	14,762	

**Ask the  
Blue Book**

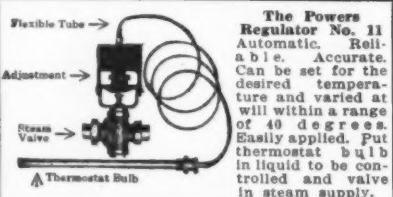
**The Packer's Encyclopedia**

# Proper Temperature Necessary In Hog Scalding

In hog scalding, hand regulation frequently results in over-scalding or under-scalding, and consequent mutilation of skins. Even the most constant watchfulness on the part of employees cannot prevent these accidents when the temperature is controlled by hand.

## Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.

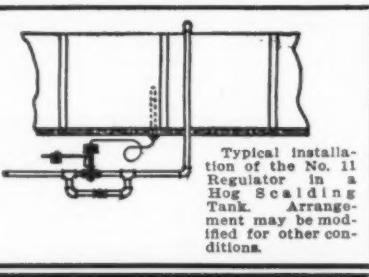


### TRY ONE

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Chicago, Sept. 15, 1921.

### Blood.

There was another advance in the market for blood this week, making a gain of 25@50c per unit ammonia over three weeks ago. One round lot of high grade ground sold at \$3.00 f. o. b. Chicago, and one of the big producers is now asking \$3.25. There was a perceptible increase in the inquiry from the Pacific Coast, the South, and feed manufacturers. However, blood is still relatively lower in price than high-grade ground tankage.

	Unit ammonia.
Ground .....	\$3.00@3.25
Crushed and unground .....	2.75@2.90
Ground concentrated tankage .....	3.00@3.25
Unground .....	2.50@2.65

### Digester Hog Tankage Materials.

While several leading buyers are still in the market for both low-grade and high-grade materials, they are bidding around 25@50c per unit ammonia under sellers' asking prices. Buyers claim that the price of digester hog tankage packed in their branded bags will not permit them to pay current asking figures. Therefore, either digester must sell higher or the raw materials lower. In the meantime trading promises to be slow and draggy.

	Unit ammonia.
Ground, 11-12% ammonia .....	\$3.00@3.25
Unground, 10-11% ammonia .....	2.75@3.00
Unground, 7-9% ammonia .....	2.50@2.65

### Fertilizer Tankage Materials.

There was a marked increase of inquiries for all grades of tankage, although volume of trading was restricted owing to sellers asking prices so much higher than buyers were willing to pay. Nevertheless, prices advanced 25c per unit all along the line. High grade ground sold at \$2.50 and 10c bulk f. o. b. Chicago, and one of the leading producers has withdrawn offerings from the market. Some Southern buyers came into the market and cleaned up current stocks of the lower grade unground and renderers' unground, as well as dry unground bone tankage. The big producers of ground and unground tankage are still selling only for prompt delivery. They will not quote beyond October shipment. Several carloads of hoof meal sold at the equivalent of \$2.05 basis Chicago freight. Liquid stick continues in good demand but trading is restricted by buyers' bidding 25c per unit under sellers' asking prices. For the first time in many months buyers came into the market for hair tankage but at the time of going to press no trading had been effected.

	Unit ammonia.
High grade ground, 10-11% ammonia .....	\$2.35@2.50
Lower grade ground, 6-9% ammonia .....	2.00@2.25
High grade unground .....	2.10@2.25
Medium grade unground .....	1.85@2.00
Low grade and Country rend. unground .....	1.50@1.75
Bone tankage, unground .....	2.00@2.25
Hoof meal .....	2.10@2.25
Liquid stick .....	2.00@2.25
Hair tankage, dry, unground .....	1.75@2.00
Garbage tankage, ground .....	1.25@1.50

### Bone Meals.

Several buyers came in at the eleventh hour to fill orders for late fall trade, and there was a further advance in price for both raw and steamed bone. Whether the gain will be maintained after this rush to buy, only the future will reveal.

	Per ton.
Raw bone meal .....	\$26.00@32.00
Steamed, ground .....	26.00@28.00
Steamed, unground .....	18.00@20.00
Grinding hoofs, pig toes, waste horns .....	18.00@20.00

### Cracklings.

There was no let-up in the demand for cracklings, buyers being willing to take in supplies for prompt and future. However, the demand was centered on beef stock, although pork stock found ready outlet. Yet the buyers steadfastly refused to permit prices to advance, although sellers made every effort to bring this about.

	Per ton.
Pork, according to grease and quality .....	\$55.00@60.00
Beef, according to grease and quality .....	45.00@50.00

# Packinghouse By-Products Markets

### Glue and Gelatine Stocks.

A few Eastern buyers came into the market for calf stock, and had the sellers trimmed their price a nice volume of business would have been done this week. Edible pig skin strips brought \$60 delivered Chicago. A round lot of rejected manufacturing bones sold at \$45 f. o. b. Chicago for shipment over the next five months. Horn pits continue a drug on the market. Better demand for cattle jaw, skull and knuckle bones brought about an advance of \$2.00@4.00 per ton over the low point of the year. Sinews and pizzles and hide trimmings sold \$2.00 per ton over the year's low point.

	Per ton.
Calf stock .....	\$60.00@100.00
Edible pig skin strips .....	55.00@60.00
Rejected manufacturing bones .....	40.00@45.00
Horn pits .....	25.00@30.00
Cattle jaws, skulls and knuckles .....	22.00@24.00
Junk and hotel kitchen bones .....	16.00@18.00
Hog, calf and sheep bones .....	18.00@20.00
Sinews, pizzles and hide trimmings .....	20.00@22.00
Horn trimmings .....	12.00@14.00

### Hoofs, Horns and Mfg. Bones.

The market held firm at last week's advance, although buyers say any effort to boost prices will result in shutting off orders from both domestic and foreign manufacturers.

No. 1 horns .....	\$200.00@225.00
No. 2 horns .....	150.00@175.00
No. 3 horns .....	75.00@100.00
Hoofs, blacks .....	18.00@22.00
Hoofs, striped .....	25.00@30.00
Hoofs, white .....	35.00@40.00
Round shin bones, unassorted, heavies .....	55.00@60.00
Round shin bones, unassorted, lights .....	45.00@50.00
Flat shin bones, unassorted, heavies .....	50.00@55.00
Flat shin bones, unassorted, lights .....	30.00@35.00
Thigh bones, unassorted, heavies .....	55.00@60.00
Thigh bones, unassorted, lights .....	45.00@50.00

### Hog Hair.

Coil and field-dried hog hair continued in good demand at around 1 1/4 c f. o. b. production points from one source. Processed winter hog hair is salable around 4 1/2 c, basis Chicago freight, but buyers will not make a bid on summer take-off.

### Pig Skin Strips.

The market continues sluggish and demand extremely narrow, manufacturers claiming they cannot find outlet for the finished goods. Nominally the market is around 3 1/2 c per lb. for No. 1s, and 2 1/2 @ 3 c for edible No. 2s and No. 3s delivered Chicago.

### CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Sept. 8, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a week and a year ago:

	Sales—	Top price—	Selects—
Week ending Sept. 8, 1920.	Week ending Sept. 8, 1921.	Week ending Sept. 8, 1920.	Week ending Sept. 8, 1921.
Toronto (U. S. Y.) ... 3,181	2,839	2,510	\$11.50 \$21.00 \$11.50
Montreal (Pt. St. Chs.) ... 2,076	1,386	1,750	11.50 21.00 12.00
Montreal (E. End) ... 1,348	1,831	1,191	11.50 21.00 12.00
Winnipeg ... 522	1,102	718	14.00 21.00 12.50
Calgary ... 473	127	351	12.75 21.00 12.75
Edmonton ... 281	208	429	11.00 20.50 11.25

### CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared to a week ago and a year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Sept. 8, 1921, as follows:

	Sales—	Top price—	good lambs
Week ending Sept. 8, 1920.	Week ending Sept. 8, 1921.	Week ending Sept. 8, 1920.	Week ending Sept. 8, 1921.

# TALLOW, STEARINE, GREASE AND SOAP WEEKLY REVIEW

**TALLOW**—The market for tallow the past week has been narrow, but one where the undertone was firm. Demand was not active, but offerings were light, and sentiment generally showed more of a constructive feeling. Soap interests are not keen in immediately following upturns at the present time, but it is said that some improvement is taking place in the soap industry. At New York prime city tallow was quoted at 5½¢ nominal, special loose at 6½¢ nominal, and edible at 7½@8¢. There was some inquiry in the market for high-grade tallows. A better feeling in palm oil, and strength in cotton oil, with a little export demand, has helped the situation materially. At Liverpool, Australian tallow was unchanged from a week ago, with choice Australian quoted at 56s 6d per cwt., and good mixed at 53s 6d. At Chicago, packers No. 1 quoted at 6@6½¢ and edible at 8@8½¢.

**OLEO STEARINE**—The market has been rather quiet and while prices were off slightly from the levels of a week ago, there was no evidence of weakness in the situation, and the market was steady. Demand was less active, but there is little or no stearine pressing on the market. The better feeling in other commodities makes for a holding tendency. At New York oleo was quoted at 10½@10¾¢ nominal and at Chicago at 10¼@10½¢.

**OLEO OIL**—The market was somewhat firmer, with a rather fair demand in evidence, and owing to the better feeling elsewhere in the oil list. At New York extra oleo was quoted at 14½¢ nominal, while at Chicago extra was quoted at 12½@13¢.

#### SEE PAGE 31 FOR LATER MARKETS.

**LARD OIL**—The weakness in the price of pure lard is having considerable weight upon the lard-oil market which was weaker all around with demand poor. Edible at New York was quoted at \$1.15 per gallon, edible at 82@85¢, extra No. 1 at 67@72¢, No. 1 at 62@65¢, and No. 2 at 60@61¢.

**NEATSFOOT OIL**—The market was dull and unchanged from a week ago. Pure oil was quoted at 77¢ per gallon, extra No. 1 at 72¢, No. 1 at 67¢, while cold-pressed was quoted at 87¢.

**GREASES**—The market was very steady. High grade white grease rules very firm. Recently there was a moderate trade in brown grease for export, while domestic demand for grease has, on the whole, been fair. In some cases more activity is in evidence than for some time, with trade in the west fairly good. At New York, yellow and choice house were quoted at 4½@5¢ nominal, brown 4½@5½¢, and white at 6½@7½¢, according to grade. At Chicago, brown was quoted at 3¾@4¢, house 3½@4¢, yellow at 4@4½¢, and white choice at 6¾@7¢.

Are you taking advantage of the service available on the "Practical Points for the Trade" page? Refer all questions on any feature of packing house practice to this department.

#### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Sept. 14.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 14½¢; 10@12 lbs. avg., 14½¢; 12@14 lbs. avg., 14½¢; 14@16 lbs. avg., 14½¢; 16@18 lbs. avg., 14½¢; 18@20 lbs. avg., 14½¢. Sweet pickled, 8@10 lbs. avg., 17½¢; 10@12 lbs. avg., 17½¢; 12@14 lbs. avg., 17½¢; 14@16 lbs. avg., 17½¢; 16@18 lbs. avg., 17½¢; 18@20 lbs. avg., 17½¢.

Skinned Hams—Green, 14@16 lbs. avg., 16½¢; 16@18 lbs. avg., 16½¢; 18@20 lbs. avg., 16½¢; 20@22 lbs. avg., 16½¢; 22@24 lbs. avg., 15½¢. Sweet pickled, 14@16 lbs. avg., 19¢; 16@18 lbs. avg., 19¢; 18@20 lbs. avg., 19¢; 20@22 lbs. avg., 18½¢; 22@24 lbs. avg., 18¢.

Picnic Hams—Green, 4@6 lbs. avg., 9¢; 6@8 lbs. avg., 8½¢; 8@10 lbs. avg., 8½¢; 10@12 lbs. avg., 7½¢. Sweet pickled, 4@6 lbs. avg., 10¢; 6@8 lbs. avg., 9½¢; 8@10 lbs. avg., 8½¢; 10@12 lbs. avg., 7½¢.

Clear Bellies—Green, 6@8 lbs. avg., 18½¢; 8@10 lbs. avg., 16½¢; 10@12 lbs. avg., 14½¢; 12@14 lbs. avg., 13½¢; 14@16 lbs. avg., 13¢. Sweet pickled, 6@8 lbs. avg., 17¢; 8@10 lbs. avg., 16¢; 10@12 lbs. avg., 14½¢; 12@14 lbs. avg., 14¢; 14@16 lbs. avg., 13½¢.

#### PORK CUTS AT NEW YORK.

(Special Report of The National Provisioner from H. C. Zaun.)

New York, Sept. 14, 1921.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 32@34¢; green hams, 8@10 lbs., 17½¢; 10@12 lbs., 17½¢; 12@14 lbs., 17¢; green clear bellies, 8@10 lbs., 17½¢; 10@12 lbs., 17¢; 12@14 lbs., 16½¢; green rib bellies, 10@12 lbs., 15¢; 12@14 lbs., 14¢; sweet pickled clear bellies, 6@8 lbs., 14¢; 8@10 lbs., 15¢; 10@12 lbs., 14¢; 12@14 lbs., 13½¢; sweet pickled rib bellies, 10@12 lbs., 14¢; 12@14 lbs., 13¢; sweet pickled hams, 8@10 lbs., 20¢; 10@12 lbs., 20¢; 12@14 lbs., 19¢; dressed hogs, 15½¢; city steam lard, 11¢; compound, 11½¢.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 28¢; 10@12 lbs., 27¢; 12@14 lbs., 26¢; 14@16 lbs., 24¢; skinned shoulders, 16¢; boneless butts, 24¢; Boston butts, 17¢; lean trimmings, 12¢; regular trimmings, 9¢; spare ribs, 8¢; neck ribs, 3¢; kidneys, 5¢; livers, 3¢; pig tongues, 9¢; pig tails, 12¢.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Sept. 13, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76% caustic soda, 4@4½¢ lb.; 60% caustic soda, 3½@3¾¢ lb.; 98% powdered caustic soda, 4% @5¢ lb.; 48% carbonate of soda, 2½¢ lb.; 58% carbonate of soda, 2¾@2¾¢ lb.; talc, 1%@2¢ lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil, in casks, 2,000 lbs., 8@8½¢ lb.; yellow olive oil, commercial, \$1.05@1.10 gal.; Cochin cocoanut oil, 11½@12¢ lb.; Ceylon cocoanut oil, 10%@11¢

lb.; soya bean oil, 9½¢ lb.; corn oil, 9½¢ lb.; peanut oil, in bbls., deodorized, 11@11½¢ lb.; peanut oil, in bbls., crude, 7¾@8¢ lb.

Prime city tallow, special, nominal, 6½¢ lb.; dynamite glycerine, nominal, 12@12½¢ lb.; saponified glycerine, nominal, 8¾@9¢ lb.; crude soap glycerine, nominal, 7¾@8¢ lb.; chemically pure glycerine, nominal, 14½@15½¢ lb.; prime packers' grease, nominal, 4½@4¾¢ lb.

#### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Sept. 10, 1921, with comparisons:

	From	Week ended Sept. 10, 1921.	Week ended Sept. 11, 1920.	To Sept. 10, 1921.
United Kingdom.....	.....	.....	.....	1,602
Continent.....	1,510	.....	693	18,366
So. and Cent. Amer. ....	.....	.....	1,073	5,902
West Indies.....	.....	.....	1,472	15,983
B. N. A. Colonies.....	.....	.....	110	1,394
Other countries.....	.....	.....	150	1,359
Total.....	1,510	.....	3,490	44,605

	BACON AND HAMS, LBS.	
United Kingdom.....	7,697,000	10,232,000
Continent.....	41,765,000	7,625,515
So. and Cent. Amer. ....	.....	93,292
West Indies.....	.....	704,851
B. N. A. Colonies.....	.....	51,321
Other countries.....	.....	40,618
Total.....	18,747,001	531,032,683

	LARD, LBS.	
United Kingdom.....	3,197,850	1,725,820
Continent.....	20,491,638	10,326,900
So. and Cent. Amer. ....	27,000	518,026
West Indies.....	.....	646,018
B. N. A. Colonies.....	.....	57,114
Other countries.....	.....	49,632
Total.....	23,716,488	13,294,150

	RECAPITULATION OF THE WEEK'S EXPORTS.	
Pork, Bacon and ham, lbs.	Pork, Bacon and ham, lbs.	Lard, lbs.
New York.....	1,510	6,889,500
Boston.....	.....	323,000
New Orleans.....	.....	27,000
Montreal.....	.....	4,661,000
Total, week.....	1,510	11,873,500
Previous week.....	1,282	12,345,300
Two weeks ago.....	1,386	13,886,500
Cor. week 1920.....	3,490	18,747,601

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1920, to Sept. 10, 1921:

1920 to 1921, 1919 to 1920. Decrease.

Pork..... 8,921,000 9,629,600 708,600

Bacon and ham..... 531,032,083 800,790,765 300,758,082

Lard..... 739,316,467 255,034,657 \*841,281,810

\*Increase.

John W. Hall

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September 17, 1921.

## Margarin Legislation and its Aims

By W. C. Kirk, Armour & Company, Chicago.\*

The subject which has been assigned me is a broad one. I do not propose to go into the technical side of the oleomargarine laws. Rather, I am inclined to sketch the history of oleomargarine legislation briefly and then see if, by looking backwards, we can draw any conclusions as to the outlook for the future, or any morals from what has transpired in the past. Perhaps a number of the older oleomargarine manufacturers have the history of oleomargarine legislation very clearly in mind, but it may be interesting to some who are comparatively new in the field.

The State of Pennsylvania, which has always been a leader in legislation affecting foods, passed a very early oleomargarine law. I cannot definitely say this was the first oleomargarine law in this country, because I have not made a careful search to ascertain that fact, but, at least, it was one of the early laws. This was the statute of 1878 and it was entitled "An Act to prevent deception in the sale of butter and cheese" and was, in many respects, similar to the oleomargarine laws of the present day, in that it provided for the stamping or branding, in a prescribed mode, of articles or substances in semblance or imitation of butter. New York, also, in the year 1882, passed a law entitled "An Act to regulate the manufacture and sale of oleomargarine, or any form of imitation butter and lard." The New York statute prohibited the sale of oleomargarine or imitation butter which had been colored to resemble yellow butter.

### Early Laws Aimed at Deception.

These laws, as shown by their titles, were regulatory measures, and it seems that even at that time the color proposition was the chief element of deception which the legislation sought to control. It is apparent, from the cases, that oleomargarine at that time was not regarded as a serious competitor of genuine butter and that there was no attempt to do other than regulate its sale in such a manner as to prevent its being sold as and for butter.

Taking the statutes of Pennsylvania and New York as the beginning of oleomargarine legislation, it is apparent that the people of those states deemed the purely regulatory statutes insufficient, for in 1885 in both Pennsylvania and New York laws absolutely prohibiting the manufacture and sale of oleomargarine were enacted.

About this time, or shortly prior thereto, the question of the unwholesomeness of oleomargarine began to be injected into the legislation and the cases arising because of such legislation. Whether it was the result of the use of inferior ingredients in some instances, or whether those opposed to oleomargarine deemed this the best mode of attack, I am unable to say, but, in any event, in Pennsylvania, the question of unwholesomeness of oleomargarine was raised and the Supreme Court of that state upheld the prohibitory statute on the ground that it was a question for the legislature, under its police power, to say whether or not an article whose wholesomeness was not definitely conceded might be sold.

One case, Powell versus Pennsylvania, went to the Supreme Court of the United

States and our highest court said, after referring to the offer made by the defendant to show that the oleomargarine was, in fact, a wholesome and nutritious article of food, that "It is entirely consistent with that offer that many, indeed that most, kinds of oleomargarine butter in the market contain ingredients that are or may become injurious to health." In fact, we have the Supreme Court of the United States, in 1887, practically taking judicial notice of the fact that oleomargarine did contain articles injurious to health.

The decision of the Pennsylvania Supreme Court was affirmed and the sale of oleomargarine in the State of Pennsylvania absolutely prohibited.

### The New York Decision.

About the same time, namely in 1885, a case was taken to the Court of Appeals of the State of New York under the prohibitory statute of that state. This case is People versus Marx, reported in 99 N. Y. 377. Judge Rapallo, in a very strong opinion, held that it was apparent that the statute of 1885 was not intended to regulate the sale of oleomargarine, as the previous statutes did, but to take a further bolder step and absolutely prohibit the manufacture or sale of any article which could be used as a substitute for dairy butter, however openly and fairly the character of the substitute might be avowed and published, and however wholesome it might be. This he held could not be done. He also said that the artificial product might be green, red or white, instead of yellow, and totally dissimilar in appearance to the ordinary dairy butter, yet it would fall within the prohibition of the statute.

While, of course, I have nothing really definite on which to base my conclusion, I am of the opinion that this remark of Judge Rapallo's was the basis for the later statutes in a number of the other states requiring oleomargarine to be colored pink or blue. It is well known among lawyers that the decisions of the Court of Appeals in the State of New York are very highly regarded by the courts throughout the United States, and the decision of the New York Court of Appeals holding that the State could not absolutely prohibit the sale of a food product undoubtedly would have been followed in a good many of the other states. Therefore, the so-called pink or blue laws undoubtedly were the result of this decision, because the opponents of oleomargarine felt that under the guise of regulation the sale of oleomargarine might, in this way, be effectually curtailed.

### First Federal Legislation.

The first Federal legislation on the subject of oleomargarine was the Act of 1886. This statute, after defining oleomargarine as it is defined today, namely almost any oleaginous substance in imitation or semblance of butter, provided for a license fee of \$600.00 for manufacturers; \$480.00 for wholesalers and \$48.00 for retailers. It also provided for a tax of two cents per pound on all oleomargarine either colored or uncolored.

This was not changed until in 1902, when the Act was amended making two classes of oleomargarine; namely, colored and uncolored. The manufacturer's license remained the same, but the wholesaler's license was reduced to \$200.00 on uncolored oleomargarine and the retailer's license was reduced to \$6.00 on uncolored oleomargarine, both wholesaler's and retailer's licenses remaining the same on colored oleomargarine. The stamp tax on colored oleomargarine was increased to ten cents per pound and on uncolored oleomargarine it was reduced to one-quarter cent per pound. This is the present Fed-

eral law. By this time, it seemed that the attack on oleomargarine as an unwholesome product had practically been abandoned. The passage of the Federal law was, in effect, a recognition by Congress that it was a wholesome article. It was not long after the passage of the Federal law before an attack was made on the prohibitory law of Pennsylvania from the standpoint of its interference with interstate commerce. A case was taken to the Supreme Court of the United States, namely, Schollenberger versus Pennsylvania, reported in 171 U. S. Page 1, and the Supreme Court held that a lawful article of commerce could not be wholly excluded from importation into a state from another state where it was manufactured. It had previously been held in the tax cases that the right to import carried with it the right to make one sale in the original package. The Supreme Court discussed its prior decision in the Powell case and said that if oleomargarine was properly and honestly manufactured it is conceded to be a healthful and nutritious article of food; that while it might be adulterated in some instances, that did not justify a state in wholly excluding it from being brought into such state. This was an interesting decision, because, while the Supreme Court did not reverse itself on strictly legal principles, no question of interstate commerce being involved in the Powell case, the court changed its attitude completely so far as the unwholesomeness of oleomargarine was concerned.

At the same term of the Supreme Court, another case was tried involving one of the so-called pink statutes. The State of New Hampshire had a law prohibiting the sale of oleomargarine unless it was colored pink and the Supreme Court of that state had upheld such statute.

The U. S. Supreme Court said that pink is not the color of oleomargarine in its natural state and that following its decision in the Schollenberger case, held that if the state did not have the power to absolutely prohibit the importation of an article of commerce like oleomargarine in its pure state, it had no power to provide that such article should be discolored by adding a foreign substance so as to make it unsaleable. This was the case of Collins vs. New Hampshire, 171 U. S. 30.

### End of Prohibitory Laws.

The decision of the U. S. Supreme Court, in these two cases was the end of the prohibitory statutes, as well as the pink and blue statutes. While the decision of the Supreme Court was limited strictly to oleomargarine which had been the subject of interstate commerce, it virtually made the sale of oleomargarine lawful in such states, because the right to import into a state carried with it one sale in the original package, and, therefore, persons desiring oleomargarine could obtain it by ordering from the manufacturer without the state. The next move on the part of the antagonists of oleomargarine was to secure an amendment to the Federal law providing that oleomargarine upon the arrival within the limits of any state or territory, should be subject to the exercise of the police power of such state or territory and not be exempt therefrom by reason of being introduced therein in original packages, or otherwise. This provision stands in the Federal Oleomargarine Law today and has the effect of annulling the first sale doctrine laid down by the courts, that is, the right of the importer to make one sale in the original package as an incident of interstate commerce.

It must be borne in mind, however, that the Supreme Court of the United States has never said that a state has no power to prohibit the manufacturer and sale of a wholesome article of food which is manufactured and sold within the state, and which has never been in interstate commerce.

(Continued on Page 29.)

\*Paper read before the Institute of Margarin Manufacturers, Atlantic City, N. J., June 30, 1921.

## VEGETABLE OILS

### WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Strong—South Buying—Hedge Pressure Lacking—Cotton Conditions Unimproved—Lard Weak—Crude Oil Strong and Tightly Held.**

Operations in the cottonseed oil market on the New York Produce Exchange the past week were materially smaller than the previous week, the trade getting back to more normal conditions. The daily turnover was fair but not large, and fluctuations, while irregular, were more moderate and the market displayed a very strong undertone. The situation has become a rather mixed one, where vital factors such as cotton and lard might bring about a return of very wide fluctuations and considerable speculative activity. The South has persistently supported the market on the small breaks, while Wall Street bought at times. The West was a rather fair seller, partly for profits and partly spreading between lard and oil, while the professional element has been very mixed in its views, and has been getting in and out each day, and working close to shore.

The remarkable ability of cotton prices to recover from the depressions was undoubtedly the leading strengthening fac-

tor, and the basis upon which the bulk of the buying was made. The selling has been due to the lard situation, which promises to become more and more of a factor in the way of reducing consumption but which, at the present time, is being ignored by the outside speculation. The flood conditions formed the basis of much apprehension for a time, it having been estimated that the damage amounted to between 100,000 and 200,000 bales of cotton. This, coming upon a very short crop, naturally proved to be more of a factor than usual. The cotton situation appeared to be growing worse and worse with one thing after the other going wrong with the crop. During the week a report was current that a Southern interest would issue a report showing the condition of the crop 39 per cent, and indicating 6,500,000 bales.

The weekly weather report said in part that on the whole, cotton showed little or no improvement for the week, and continued mostly very poor to poor in condition. Great damage resulted through excessive rains in several central and southwestern counties of Texas, but in other localities the plant was somewhat revived by rainfall. The report was mostly unfavorable on conditions in the Eastern belt.

Offerings of crude oil continued exceedingly small. For a time the South held for eight cents, but when eight cents was

bid in the Southeast and in Texas for crude, very little came out. While some shrewd Southern cotton people are reported to have realized in cotton oil on the bulge this week, advices in the main indicated that the Southerner expected much higher prices, and in Texas especially, traders were said to be exceedingly bullish.

The advance this week made history, in the way of placing January oil over January lard on Wednesday. March oil again sold over March lard, but the March delivery was over at one time during the previous week. It goes without saying that such a condition is not conducive to a heavy consumption of cottonseed oil, when one stops to consider that eighty to eighty-five per cent of the cotton oil consumed goes into compound lard.

It is argued that the fact that compound is over pure lard will not hurt the house trade. Specific brands have a market at all times, it is conceded. However, it must not be forgotten that in these days of gradually lowering wages, the house demand is going to be affected. There will be certain cases where such may not be the case, but it will prove true with 75 per cent of the compound users. On the other hand, the large lard consumers are the baking industry, and it was proven this week that they will not pay more for compound than they will for pure lard. In several instances lard consumers have been reselling compound this week, and

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September 17, 1921.

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replacing their sales with pure lard, in some instances at as much as a cent a pound profit. This is the situation which will ultimately reduce consumption, and work against prices.

The larger compound interests are asking 11½c for compound, which is below the replacement value at the present levels of crude oil. Some of the smaller makers are quoting 11½c, while it is said that bakers have been able to secure pure lard as low as 10½c. This is the situation that can be ignored for a time, but one which will have telling effect in the long run. January oil sold at three points over January lard, while March oil was back to twelve points over March lard.

It is difficult to get accurate information concerning the seed movement or prices. The movement of seed should be on the increase, with cotton ginnings under way. However, there does not appear to be any great pressure of seed on the market. There have been advices from the South that in the Southeast speculators were paying as much as \$44 per ton for seed, but this, it was thought, was incorrect, and should have read \$34 per ton.

Oriental oils are showing a little easier tone. The Orient is reported offering to Europe quite freely, but domestic Oriental oil stocks are said to be small, and price movements in these oils, under such a condition, will not have great bearing upon cotton oil. A situation to be watched, however, is the belief in certain quarters that there will be a lapse of time between the time that the emergency tariff becomes ineffective, and before the permanent tariff goes into effect. Should this occur, it is quite probable that there would be a flood of Oriental oils rushed into the country. The larger interests, however, believe that the emergency tariff will be kept in force until the moment that the permanent tariff goes into effect. There is little or nothing in the Washington news, and information is unobtainable. A good many in the trade figure that the strenuous efforts brought to bear upon Washington to reduce the import duties on Oriental oils will result in some lowering of the duties, though probably small changes.

The English market did not show much change, although did advance two shillings over the levels prevailing a week ago. Hull refined cotton oil was quoted at 46 shillings, and Egyptian crude oil at 46 shillings. The English lard market developed pronounced weakness. Australian tallow was unchanged. Lard exports from the seaboard continued at an extremely heavy rate, while there was some improvement in the outward movement of cotton oil, although the volume of oil moving is not sufficiently large to have much influence. The hog market broke very sharply at times. The Government Report estimated the domestic production of peanuts at 32,500,000 bus. against 36,000,000 bus. produced last year. The corn

crop was estimated at 3,186,000,000 bus. against 3,098,000,000 the previous month's estimate, and 3,232,000,000 bus. the final last year. It is this enormous corn crop that is having considerable effect on hog and lard values.

Prime summer yellow cotton oil at New York was quoted at 10@10½c; bleachable in tanks at mill, 8½c; Southeast and Texas crude, 8c bid; Ceylon cocoanut oil, tanks, coast, 8@8½c; bbls., New York, 10@10½c; Cochin, tanks, 9½c; bbls., 10½c@11½c; soya bean oil, tanks, coast, 6½c; crude in bbls., New York, 8½c; domestic peanut oil, tanks, at mill, 8@8½c; Oriental, tanks, coast, 8c.

**COTTONSEED OIL.**—Market transactions:

Thursday, September 8, 1921.

	Sales.	High.	Low.	Range	Closing
Spot				975 a	1000
Sept.	300	980	940	979 a	985
Oct.	2000	987	945	972 a	980
Nov.	300	950	940	953 a	960
Dec.	5700	965	929	957 a	960
Jan.	7600	970	946	958 a	960
Feb.	200	950	950	960 a	965
March	7000	990	965	973 a	975
April	1000	1000	989	989 a	992
Total sales,	28,900				
775 bid.					

Friday, September 9, 1921.

	Sales.	High.	Low.	Range	Closing
Spot				975 a	1000
Sept.	1100	980	975	975 a	984
Oct.	2700	975	970	970 a	975
Nov.	300	969	969	958 a	962
Dec.	4400	974	955	962 a	964
Jan.	3300	972	955	963 a	965
Feb.				950 a	975
March	5400	983	970	978 a	979
April	200	995	988	980 a	998
Total sales	18,400				
775 bid.					

Saturday, September 10, 1921.

	Sales.	High.	Low.	Range	Closing
Spot				975 a	...
Sept.				980 a	995
Oct.	400	987	980	990 a	1000
Nov.	200	975	975	973 a	975
Dec.	3000	975	970	973 a	975
Jan.	4000	975	970	974 a	975
Feb.				975 a	985
March	1500	997	991	994 a	995
April	500	1005	1005	995 a	1010
Total sales	9,600				
775-800 bid.					

Monday, September 12, 1921.

	Sales.	High.	Low.	Range	Closing
Spot				965 a	1000
Sept.	200	980	970	965 a	970
Oct.	2300	993	969	966 a	969
Nov.	100	944	944	944 a	946
Dec.	2500	970	940	943 a	945
Jan.	8200	970	941	945 a	947
Feb.	1000	974	956	953 a	960
March	8800	990	962	966 a	970
April	900	1000	980	970 a	990
Total sales,	24,200				
775 nominal.					

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**MANUFACTURERS OF COOKING FATS, SALAD OILS AND SHORTENING  
REFINERS OF VEGETABLE OILS FOR MANUFACTURE OF MARGARINE**

Tuesday, September 13, 1921.

	Range—			Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot .....				980	a 1000
Sept. ....	700	990	980	975	a 985
Oct. ....	100	985	985	974	a 985
Nov. ....	100	945	945	953	a 960
Dec. ....	1300	961	946	954	a 957
Jan. ....	6900	965	948	958	a 959
Feb. ....				958	a 968
March ....	5500	985	970	975	a 977
April ....	1500	1000	995	985	a 993
Total sales, 16,100, prime crude, S. E., 775 sales.					

Wednesday, September 14, 1921.

	Range—			Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot .....				975	a ...
Sept. ....	300	1000	980	993	a 1000
Oct. ....	800	990	975	996	a 999
Nov. ....	200	975	970	975	a 980
Dec. ....	2400	969	949	968	a 970
Jan. ....	4100	967	950	967	a 969
Feb. ....				975	a 984
March ....	6000	990	968	989	a 990
April ....	1000	995	995	994	a 1005
Total sales, 15,000, prime crude, S. E., 800 bid.					

**COCONUT OIL**—The market is moderately active, but no large transactions have been recorded. Supplies are not large, but while the market has been very steady, an easier undertone has been developing. Ceylon grade, barrels New York, is quoted at 10@10½c, and Cochin 10%@11½c; edible 12@12½c. Ceylon tanks in coast quoted at 8@8½c, and Cochin tanks 9½c. Copra was steady at 4½ to 5c c.i.f New York. There is more interest in copra, and it is understood that some of the larger interests are making bids for shipment, good till cable reply, something which has not taken place in many, many months.

**SOYA BEAN OIL**—The market has been rather dull, but the undertone is firm, with sellers holding firmly. Crude soya bean was reported available at the seaboard at 7½c per lb. tank cars, duty free, imme-

diate shipment. At New York crude soya bean in barrels was quoted at 8½c, refined at 10½c, tanks coast basis 6¾c.

**PEANUT OIL**—The market is narrow and rather nominal for Oriental oils as well as domestic. Offerings are not heavy. Domestic f.o.b. the mills was quoted at 8@8½c, crude in barrels New York 9@9½c, refined 10½@10¾c; Oriental tanks coast 8c; Parilla 9½c. The Government Report placed the peanut crop at 32,500,000 bu., against a final outturn last year of 36,000,000 bu. English interests stated that refined peanut oil was offered at 10½c spot on the other side. This is below the levels of cotton oil, and as a result cotton oil demand from abroad is flat.

**CORN OIL**—Market dull and steady. Crude, barrels New York, 8½c; refined 10½c; cases \$1.11 per gallon; tanks f.o.b. the mill 7½@7¼c.

**PALM OIL**—The market scored a good advance, based on the firmer tone to the cables, but no important demand from soap-makers was in evidence. Palm lagos was quoted at 7½c, Niger 6½c, and imported palm kernels at 9½@9¾c. There was a renewal of weakness in English exchange, which checked the upturn.

#### SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)  
New Orleans, La., Sept. 15, 1921.—Prime crude cottonseed oil firm at eight cents bid, eight and one quarter cents asked. Stocks of refined oil negligible; demand active. Seven per cent meal thirty-five dollars; eight per cent meal thirty-eight dollars. Loose hulls, seven dollars; sacked, ten dollars; all f.o.b. interior points.

Memphis.

(Special Wire to The National Provisioner.)  
Memphis, Tenn., Sept. 16, 1921.—Basis prime cottonseed oil sold freely yesterday at 8½c. Meal and hulls unchanged. Oil market is easier today and 8½c is not obtainable.

#### MARGARIN LEGISLATION.

(Continued from Page 26.)

merce. On the contrary, in the Powell case, and in a recent case involving a statute of the State of Montana, the Supreme Court has said that a state may prohibit the sale of oleomargarine which is not a subject of interstate commerce, so far as the Federal constitution is concerned. The Supreme Court has also held the same way in the recent case involving the sale of a product composed of skimmed milk and cocoanut oil, and a bill has been introduced in Congress which, if passed, would prohibit the shipment into interstate commerce of this product.

#### State Laws on Coloring and Labelling.

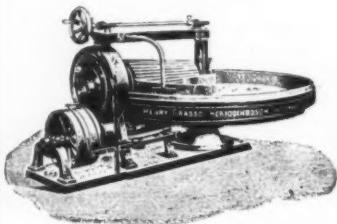
The recent state legislation, as you all know, has chiefly to do with the coloring of oleomargarine and the labelling and marking of the packages or wrappers in which it is sold. It is well settled that the states may prohibit the sale of oleomargarine having the yellow color of butter, so that the buyer might be deceived into believing that he is buying butter. However, a number of the courts have held that statutes prohibiting the sale of oleomargarine of a color resembling that of butter should not be construed to prohibit the sale of oleomargarine manufactured in the usual and customary way without any attempt, through the selection of ingredients, or otherwise, to make the product resemble butter not colored. Summed up, the legislation of today is largely directed at the yellow color and, while there are some states requiring oleomargarine to be virtually paper white in order to be sold, most of them prohibit the sale of oleomargarine only when it is in imitation or semblance of butter of a shade of yellow.

There is no doubt but that prior to 1902, most of the oleomargarine sold in this country was artificially colored yellow and I understand that with the passage of the 1902 amendment to the Federal

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and		
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law, increasing the tax on artificially colored oleomargarine to 10 cents per pound, the production and sale of this product dropped very materially. However, the records of the Revenue Department show increased production year by year since that date, and it is apparent that oleomargarine has made great progress even in the face of much hostile legislation.

### Moral of All This Legislation.

If any moral can be drawn from a sketch of the oleomargarine laws and cases arising thereunder, it would seem that the industry should be kept as free from criticism on the ground of fraud as possible. The early cases refer to the product as "oleomargarine-butter," "butterine," etc., and it is apparent, from a review of them, that there was a basis for claims of fraud in years gone by. It does not take very much to enable the opponents of oleomargarine to make such charges, and I recommend that the name "oleomargarine" or "margarine" be used exclusively as a designation of the product instead of the word "Butterine," or any name with butter as a part of it. Likewise, I think that the advertising given oleomargarine should go to the merits of the product itself rather than to allege that it is a substitute for butter or even to make a comparison with butter. Oleomargarine, as a product of merit has stood the test of much hostile legislation, and it seems to me that it would be better to treat it as a definite product rather than a substitute for any other article. I believe if the laws and court decisions in the past are any guide, that you, as manufacturers and sellers of oleomargarine, can escape much criticism and probably hostile legislation by keeping oleomargarine dissociated with butter as much as possible.

For the past decade or more the color element has been the chief basis of attack. In other words, the dairymen say that a yellow color is the badge of creamery butter, and that no product should be allowed to parade under the banner of another, so that deception might be possible.

The so-called nut margarines, which are paper white in color, are increasing in popularity and the opponents of such products are compelled to go beyond the color field to look for grounds of attack. A question of nutrition has been raised and the elusive vitamine is being widely discussed these days. It is claimed that butter is rich in such growth producing products, while oleomargarine contains few, if any, of them.

No doubt many of the most popular foods contain few vitamines, so it is hard to perceive how this issue could ever be made the ground for prohibitory legislation, or have any effect on the final bulwarks of the honest manufacturers and distributors of food products—the courts.

I believe in advertising your product you should be careful not to make its value appear dependent in any manner upon butter—simply treat it as an ideal spread for bread.

Legislation different from anything yet enacted may be devised, but from the foregoing sketch of the decisions, it is apparent that unless fraud or deception can be shown or logically inferred, there is little ground for fear.

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S CLOSINGS.

#### Provisions.

Provisions continued heavy late in the week, notwithstanding the decrease in the mid-month stock statement, lard stocks decreasing about twenty-five million pounds the first two weeks of September, with the total now around forty-six million, or about one-half those at this time last year. Top hogs were stronger with the decrease, but cash trade, both domestic and export, was quiet. Export clearance of lard was huge.

#### Cottonseed Oil.

Cottonseed oil was less active and barely steady. Reaction in cotton, grains and stocks checked speculative support and resulted in realizing and professional pressure. Nearby positions were relatively strong on account of tightness in crude oil. Reports were current of liberal reselling of compound on account of its premium over lard. January delivery sold over January lard, probably for the first time in the history of the trade. The export movement was larger, New York clearing 2,200 bbls. Tuesday. Southeast crude, eight cents sales; Texas, eight and one eighth bid. Cotton crop reports were a shade better on good cotton weather, good picking and ginning.

Closing quotations on cottonseed oil on Friday: September, \$9.70@10.00; October, \$9.90@9.91; December, \$9.52@9.55; January, \$9.52@9.54; March, \$9.66@9.67.

#### Tallow.

Special loose at 6 1/4c.

#### Oleo Stearine.

Quoted at 10 1/2@10 3/4c. Extra oleo oil, 14 1/2c.

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, Sept. 16, 1921. Spot lard at New York, prime western, \$11.55@11.65; Middle West, \$11.15@11.25; city steam, \$10.30; refined continent, \$13.50; South American, \$13.75; Brazil kegs, \$14.75; compound, \$11.50@11.75.

#### Marseilles Oils.

Marseilles, Sept. 16, 1921.—COPRA fabrique, —fr.; copra edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

#### Liverpool Produce Market.

Liverpool, Sept. 16, 1921.—(By Cable).—The British government has control of the market and no quotations are available. Australian tallow at London, 53s, 6d to 56s, 6d.

#### Hull Oil Markets.

Hull, England, Sept. 16, 1921.—(By Cable).—Refined cottonseed oil, 49s, 6d. crude, 46s.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Sept. 16, 1921, show exports from that country were as follows: To England, 94,664 quarters; to the Continent, none; to other ports, none. Exports for the previous week were as follows: To England, 53,798 quarters; to the continent, 27,256 quarters; to other ports, 13,033 quarters.

### LARD EXPORTS FROM NEW YORK.

Exports of lard from New York during the week September 3 to 10 were 21,358,000 lbs., and exports of lard from New York from September 1 to September 14 were 35,085,000 lbs.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from the port of New York from September 1 to 14 are reported as 1,930 bbls.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers, for the week ending Saturday, Sept. 10, 1921, are reported to The National Provisioner as follows:

CHICAGO.			
Cattle.	Hogs.	Sheep.	
Armour & Co. ....	4,319	11,800	16,846
Swift & Co. ....	4,825	9,600	20,736
Morris & Co. ....	3,746	5,900	9,202
Wilson & Co. ....	3,623	6,600	9,875
Anglo-Amer. Prov. Co. ....	2,224	6,400	.....
G. H. Hammond Co. ....	2,210	5,700	.....

Brennan Packing Co., 4,000 hogs; Miller & Hart, 3,000 hogs; Independent Packing Co., 4,200 hogs; Boyd, Lunham & Co., 4,800 hogs; Western Packing & Provision Co., 6,800 hogs; Roberts & Oake, 2,600 hogs; others, 5,500 hogs.

OMAHA.			
Cattle.	Hogs.	Sheep.	
Morris & Co. ....	2,506	3,303	6,704
Swift & Co. ....	2,801	4,621	13,064
Cudahy Packing Co. ....	3,410	6,473	12,068
Armour & Co. ....	2,799	4,651	12,312
Swartz & Co. ....	1,143	.....	.....
J. W. Murphy ....	3,898	.....	.....
Dold ....	867	4,014	745

KANSAS CITY.			
Cattle.	Hogs.	Sheep.	
Armour & Co. ....	5,759	5,442	8,713
Cudahy Packing Co. ....	3,642	3,333	6,850
Fowler Packing Co. ....	642	.....	.....
Morris & Co. ....	3,862	5,900	3,302
Wilson & Co. ....	3,913	4,181	5,943
Swift & Co. ....	5,562	4,298	10,617
Local butchers ....	690	686	83

ST. LOUIS.			
Cattle.	Hogs.	Sheep.	
Armour & Co. ....	4,370	4,647	2,059
Swift & Co. ....	3,749	6,178	2,615
Morris & Co. ....	1,107	230	602
St. Louis D. B. Co. ....	1,824	.....	.....
Independent Packing Co. ....	1,176	173	162
American Packing Co. ....	153	956	.....
East Side Packing Co. ....	289	2,427	.....
Krey Packing Co. ....	80	.....	.....
Hell Packing Co. ....	51	58	.....
Sieloff ....	117	.....	.....

### SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 10, 1921:

#### CATTLE.

Chicago ....	20,950
Kansas City ....	25,210
Omaha ....	14,260
East St. Louis ....	6,830
St. Joseph ....	7,379
Sioux City ....	3,445
South St. Paul ....	7,140
Indipolitanos ....	1,711
Oklahoma City ....	5,167

#### HOGS.

Chicago ....	79,039
Kansas City ....	23,910
Omaha ....	23,874
East St. Louis ....	17,250
St. Joseph ....	12,881
Sioux City ....	7,731
Cedar Rapids ....	4,000
Ottumwa ....	6,731
South St. Paul ....	14,504
Fort Worth ....	3,900
Indipolitanos ....	15,939
Oklahoma City ....	7,098
Milwaukee ....	7,600
Cincinnati ....	10,300

#### SHEEP.

Chicago ....	56,767
Kansas City ....	35,764
Omaha ....	49,234
East St. Louis ....	5,494
St. Joseph ....	15,291
Sioux City ....	2,466
Cudahy ....	491
South St. Paul ....	7,195
Indipolitanos ....	379
Oklahoma City ....	146

### FOREIGN EXCHANGE SITUATION.

Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.

Country—Monetary Unit.	U. S. Money.	Unit value
Austria—Krone	\$0,203	.0010
Belgium—Franc	.193	.0688
Czechoslovakia—Krone	*	.0121
Denmark—Krone	.268	.1755
Finland—Fimmark	.193	.0126
France—Franc	.238	.0674
Germany—Mark	.286	.0092
Great Britain—Pound	4,866	.638
Hungary—Forint	.193	.0540
Italy—Lira	.193	.0422
Japan—Yen	.498	.49
Jugo-Slavia—Krone	*	.0041
Netherlands—Florin	.402	.3123
Norway—Krone	.298	.1285
Poland—Polish Mark	*	.0003
Romania—Leu	.193	.0084
Russia—Rouble	.515	.....
Servia—Dinar	.193	.0165
Spain—Peseta	.193	.1303
Sweden—Krona	.268	.2100
Switzerland—Franc	.193	.1755
Turkey—Turkish Pound	.440	.....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

### RECEIPTS AT CENTERS.

#### SATURDAY, SEPTEMBER 10, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	500	3,000	3,000
Kansas City	1,000	600	.....
Omaha	200	3,000	.....
St. Louis	300	1,000	.....
St. Joseph	300	3,000	800
Sioux City	200	3,200	100
St. Paul	200	500	500
Wichita	200	200	.....
Indianapolis	300	5,000	200
Pittsburgh	400	8,500	2,000
Philadelphia	400	2,000	.....
Cincinnati	2,000	8,000	4,400
Buffalo	1,000	3,200	1,200
St. Louis, Tenn.	1,000	5,000	100
Toronto	500	400	200

#### TUESDAY, SEPTEMBER 13, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	33,000	29,000
Kansas City	30,000	7,000	9,000
Omaha	16,000	5,000	23,500
St. Louis	8,000	8,500	2,000
St. Joseph	4,000	4,000	4,500
Sioux City	2,000	5,000	3,500
St. Paul	2,500	4,000	3,500
Oklahoma City	1,700	1,200	.....
Fort Worth	1,500	900	1,400
Milwaukee	200	500	200
Denver	2,500	400	1,500
Louisville	700	1,100	600
Wichita	700	1,000	200
Indianapolis	600	8,000	800
Pittsburgh	100	2,000	300
Philadelphia	400	2,000	300
Cincinnati	100	1,400	500
Buffalo	100	1,800	1,000
Nashville, Tenn.	200	1,200	300
Toronto	3,800	600	3,300

#### WEDNESDAY, SEPTEMBER 14, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	20,000
Kansas City	11,000	5,000	10,000
Omaha	5,000	7,000	17,000
St. Louis	3,500	7,500	3,000
St. Joseph	2,500	4,500	2,000
Sioux City	2,000	6,000	500
St. Paul	2,000	7,000	1,500
Oklahoma City	800	900	.....
Fort Worth	1,600	1,000	300
Milwaukee	300	1,500	400
Denver	1,400	1,200	2,400
Indianapolis	500	8,000	1,000
Pittsburgh	400	5,000	1,500
Philadelphia	800	5,600	2,000
Cincinnati	200	2,300	1,200
Buffalo	100	400	100
Nashville, Tenn.	1,200	1,500	4,200
Toronto	1,200	1,000	1,000

#### THURSDAY, SEPTEMBER 15, 1921.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	21,000	20,000

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

### Chicago.

**PACKER HIDES**—One packer moved 8,700 native bulls, December 1920 to June bringing 6½c and July to October 1921 bringing 7½c. Four packers moved about 15,000 July, August and September extreme light native steers at 11½c, being ½c appreciation and caused by a scarcity of light cows, which have been going into upper leather in preference to steers on account of cows measuring better in leather than steers which are plumper. One tanning packer booked up 10,000 extreme natives to his subsidiary. The New York steers trading amounts to close to 23,000 hides. Some packers are now talking higher rates on further lots of hides. Natives and Texas last sold at 14c; butts 13½c; Colorados 12½c; branded cows 10c last paid; slaughter is running well for this selection now; heavy cows 12½-13½; now talking 13½; lights 11½c; native bulls 7½c; branded bulls 6½-7½c for dates and sections.

**COUNTRY HIDES**—Steady but quiet. No new business is reported in the local market, but some trading is in process of consummation at outside points. A couple of cars of Illinois mixed quality extremes sold at 9c and a car of butts moved at 6c. Some city butcher hides of similar description sold at 9½c and 6½c. Western tanners are making but few inquiries for stock in this section except at bargain levels. Some eastern tanners have been operating in nearby sections and paying relatively steady prices. Best quality hides are generally requested, but there is still an outlet for aged hides at low rates. Some tanners who have been tanning on contract and find new commitments slow to materialize, are willing to purchase aged hides if suitably priced. Offerings of hides from outside sections are moderately ample and a large number of outside dealers have been on the local market this week seeking buyers for their stocks. The entire situation is somewhat hard to diagnose, especially as most of the offerings are unsuited to the requirements of tanners, who insist on getting late slaughter good quality hides capable of making the popular leathers at present in request. All weight hides in the originating sections are quoted at 6½-7½c Chicago basis for quality, dates and sections. Heavy steers are quoted about 9@10c nominal; heavy cows and butts are quoted about 6@6½c for business, with 7c usually demanded; extremes are quoted in a range of 9@11c with the outside extremely hard to realize. Most tanners are talking a 10c market for the majority of good lots offered. Branded country hides are quoted about 5@6c flat; country packer branded hides range at 7@9c for descriptions; bulls are ranged at 4½@5c; bids of 4c rejected; country packer bulls are quoted up to 7c nominal; glue hides about 2½@3c; one car sold at 3c.

**NORTHWESTERN HIDES**—Steady but quiet. All weight northwestern hides recently sold at 6@6½c in Twin Cities. Buyers generally talk the inside rate as their ideas on subsequent business. Heavy hides moved at 6c for stock running half winter quality; better hides are quoted up to 6½c; extremes are quoted at 9½@10c for late quality. Stocks of hides are moderate and offerings rather small. Bulls are priced at 4½@5c; kipskins range at 9@11c; calfskins at 11c lately paid for countries with better stock up to 14c; horse hides \$2.75@3.25.

**CALF AND KIP**—Steady. A nearby tanner reports paying 21c for a car of Ohio small packer August, September calfskins. A couple of cars of Michigan first salted city calf sold at 19½c for straight weights. A car of eastern Missouri calf brought 19½c. Ohio Michigan first salted calves are

offered at 18c. Local city calfskins are quoted 20c last paid and recently bid. Tanners, however, are paying no attention to the market. Operators contend the strength in packer kips portends higher values for calf. Big packer calfskins recently brought 20c and 21c is now talked. Resalted outside city skins are quoted at 15@18c asked; country calf ranges at 11@14c; inside was recently paid in the northwest and outside asked for nearby goods. Deacons and slunks up to \$1.25 asked. Kipskins are firm with sales recently at 18c for native packers, 15½c for overweights and 13c for brands. Cities quoted at 17½@18c outside lots 14@16c; countries at 10@13c.

**DRY HIDES**—Quiet. Western hides range at 10@12c for business.

**HORSE HIDES** steady. Good mixed quality hides are quoted at \$3.00@3.25;

outside recently paid; most local buyers talk the inside rate.

**SHEEP PELTS**—Packer sheepskins are quoted at 10@12c; pickled lambskins at 75@85c last paid. Dry pelts are quiet at 10@12c; pickled skins range up to \$5.00 for lamb slats; goatskins 25@6c.

**HOGSKINS**—Quiet. Country run 15@30c; strips 2½@3c asked.

### New York.

**PACKER HIDES** active. City packer hides were moved freely at unchanged rates in September take-off, most sellers booking steers to the end of the month. A few August hides were also included. About 6,000 butts were taken at 13c and 10,000 Colorados brought 12c. Native steers to the extent of about 5,000 hides sold at 13½c. Spreadies recently sold at 17c and further lots are available at that figure. Cows are slow and quoted entirely nominal at 11-12c for weights and dates; bulls are quoted at 7c recently paid.

(Continued on Page 47.)

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins on July 31, with distribution during July, are shown in the following figures reported by the U. S. Bureau of the Census, compiled from returns made by 4,536 establishments, including 340 packers, 555 tanners and 1,271 dealers and importers:

DOMESTIC—PACKER. (Green salted.)	Number on hand July 31, 1921					No. disposed of during July.
	Total.	Light.	Medium.	Heavy.	Unclassified wts.	
Cattle hides	3,153,272	310,904	957,697	517,089	1,367,582	693,674
Steers—						
Branded	618,655	15,259	112,596	141,181	349,622	174,780
Unbranded	828,163	65,566	199,871	185,646	377,080	202,666
Cows—						
Branded	371,160	36,284	197,964	13,919	122,993	71,444
Unbranded	961,685	159,169	395,482	75,192	331,842	176,505
Bulls—						
Branded	17,537	315	931	8,344	7,947	5,318
Unbranded	123,909	1,523	8,126	57,807	56,458	18,769
Mixed hides	232,160	32,788	42,727	35,000	121,645	44,192
Calf and kip skins—						
Calf	932,285	201,804	.....	327,928	402,553	262,312
Kip	260,474	.....	.....	.....	260,474	73,150

DOMESTIC (other than packer) and FOREIGN.	On hand July 31.					Disposed of during July.
	Domestic.	Foreign.	Domestic.	Foreign.	Domestic.	
Cattle—Green salted:						
Steers	hides 122,060	295,768	30,868	4,015		
Cows	hides 505,989	20,855	56,244	1,990		
Bulls	hides 56,653	7,236	2,513	566		
Mixed cattle	hides 968,773	303,460	199,165	80,452		
Cattle—dry or dry salted	hides 188,468	831,335	3,956	50,671		
Buffalo—dry or dry salted	hides .....	.....	154,126	2,656		
Cattle and kip (foreign tanned)	hides .....	.....	225,205	1,871		
All other foreign tanned...	skins .....	475,470	.....	85,094		
Calf:						
Green salted	skins 1,664,474	481,274	367,692	222,066		
Dry or dry salted	skins 96,701	465,137	33,633	68,963		
Kip:						
Green salted	skins 272,520	32,566	52,428	47		
Dry or dry salted	skins 39,646	345,556	12,092	57,128		
Horse, colt, ass and mule—dry or green salted—						
Hides	hides 253,368	113,690	20,534	.....		
Fronts	whole fronts 35,987	18,907	4,710	.....		
Butts	whole butts 86,425	87,983	9,002	400		
Shanks	shanks 62,907	48,295	1,000	.....		
Splits, pickled	pieces 151,188	13,553	7,043	.....		
Goat and kid	skins 233,062	9,551,652	14,426	978,819		
Cabretta	skins .....	1,109,095	.....	12,991		
Wool sheep and lamb	skins 1,324,042	1,371,473	411,302	51,943		
Sheep and lamb	skins 5,084,986	5,981,404	982,114	566,760		
Skivers	pieces 71,797	1,232,596	9,998	345,892		
Fleshers	pieces 51,871	406,281	13,692	137,946		
Kangaroo and wallaby	skins 374,430	.....	.....	.....		
Deer, elk, gazelle, etc.	skins 8,229	226,904	3,415	62,548		
Pig and hog—						
Whole skins	skins 113,203	6,706	40,021	84		
Strips	pounds 808,455	.....	41,705	.....		
Seal	skins .....	99,363	.....	.....		
Other raw stocks	pieces 543	5,942	.....	.....		

KIND.	Quantity on hand July 31, 1921				
	Dealers	Boot and shoe mfrs.	Glove mfrs.	All other mfrs.	
STOCKS OF HIDES AND SKINS—	Total.	Packers.	Tanners.	& imptrs.	
Cattle	hides 6,448,869	1,800,521	1,798,572	1,720,913	1,104,929
Buffalo	hides 104,126	.....	74,018	56,666	63,442
Cattle and kip—					
Foreign tanned	hides or skins 225,205	.....	164,020	61,165	.....
Calf and kip, skins	4,620,633	495,004	2,510,143	1,524,539	87,585
Horse, colt, ass and mule	hides 367,058	2,577	86,976	277,500	1
Fronts	whole fronts 54,894	.....	40,662	14,232	.....
Butts	whole butts 174,408	.....	141,614	30,846	.....
Shanks	shanks 111,202	.....	111,167	35	.....
Goat and kid	skins 9,784,714	2,258	7,588,000	2,194,456	.....
Cabretta	skins 1,109,095	282	914,411	194,312	.....
Sheep and lamb	skins 13,761,905	1,031,666	7,500,187	5,180,375	40
Kangaroo and wallaby	skins 374,430	.....	357,307	17,123	.....
Deer and elk	skins 235,133	.....	192,624	29,292	23
Skivers and fleshers	pieces 1,762,545	171,640	1,180,312	410,593	.....
Pig and hog	skins 119,909	34,342	18,980	66,239	.....
Pig and hog strips.	pounds 808,455	628,301	179,401	753	.....
Seal	skins 99,363	.....	98,819	544	.....

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)

The trend of prices in the beef steer trade this week has been very irregular. Anything with a decent flesh covering in the yearling class has found an extremely active market, and together with the top cream of the dry-lot 1,100 to 1,300 lb. steers are selling higher than a week ago, many yearlings of grades now going between \$9.00 and 10.25 being as much as 25 to 50c higher. The top notch kind do not show as much advance but are quotably 16 to 25c higher, with an extreme top of \$10.90, paid Wednesday for prime 954 lb. Angus Babies, 5c above the extreme top last week and the highest price recorded here for any cattle since the week ending Jan. 15 last. Supply of heavy steers, those weighing from 1,350 lbs. up, has not been large in proportion to the total, yet larger than most traders figured as probable at this period and excessive as measured by narrow requirements for such kinds. There has also been a burdensome supply locally the last two days and at Kansas City early in the week, of plain and medium grades of Southwestern grass steers and of Kansas pasture cattle many of which had been caulked or grained on grass. Such kinds, and many natives of similar grade which compete with them for killers' favor have sold the last two days on a declining market. Many of these cattle and plain to very good heavy corn-fed steers as well, are figured as being 25 to 40c lower than Tuesday, high day this week. A few loads of choice long-fed, 1,350 to 1,390-lb. steers reached \$9.50 here on Tuesday, best 1,400 to 1,450-lb. steers \$9.20 to \$9.25 and best 1,525 to 1,567-lb. bullocks \$9.00, but prime steers weighing 1,400-lbs. up are not now safely quotable above \$9.00, some good 1,600 lb. steers are selling down to \$8.00, with a plainer heavy grade that show rather extended corn feeding well below this figure. It takes choice dry-lot steers in the 1,225 to 1,300 lb. class to land up to \$8.25 to 9.75. A load of native Iowa long yearlings, Herefords averaging 1,114 lbs., reached \$10.75 on Wednesday but were of exceptional quality and finish. A large share of this week's offerings consisted of medium to good short-fed cattle selling \$7.00 and \$8.75, with bulk of the branded steers out of Kansas pastures landing between \$7.25 and 8.25. Some off-colored meaty native and common western grass steers, that will make carcass beef are going down to \$5.00 to 5.50, but a string of the Heinrich, Montana steers today reached \$7.20, with nearly two loads of the tops from this string, averaging around 1,400 lbs., claiming \$7.75. Fat heifers are selling mostly 25c higher than a week ago and those on the yearling order especially are finding a very satisfactory market, while scarcity of good to choice fat cows has kept them good sellers in comparison with heavy steers, but cows of medium grade going between \$3.75 and 5.25 have continued uneven and of more or less drayage sale. Demand for canner cows has appeared somewhat stronger than recently, with sales largely at \$2.50@2.85; best cutters around \$3.50. Bulls have sold actively all week and most bolognas show 50 to 65c advances over a week ago, while fat bulls are mostly 50c higher, bolognas are now going mostly at \$4.40@4.85, the best of them at \$5.00@5.15, and look dangerously high compared with other classes of cattle. Light and handy veal calves are mostly \$1.00 higher than a week ago, and heavy calves are also selling better than at that time, declines of last week having checked the recently generous marketward movement of medium and heavy calves.

Continued liberal hog receipts for this season of the year, locally and elsewhere, put a further crimp in hog values. Chicago's receipts for the first four days this week at around 91,600 compared with actual arrivals of 80,384 for the correspond-

ing period a week ago and 71,469 a year ago. The ten market aggregate for a similar period was around 297,100, an increase of 31,200 from a week ago and 55,800 from a year ago. There was a fairly good showing of new crop hogs, most of which were under weight and lacking good finish. The increase in the proportion of 140 to 170-lb. weights caused that class to slump to a greater extent than heavier hogs. The large increase in shipment of new crop hogs was something of a surprise to many traders, but country men explained that they believed that at present prices their hogs would net more than later in the year, when weights would be heavier but prices, they fear, so much lower as to offset the comparatively cheap gains made possible through relatively low-priced feed. Due to relatively lower prices at Eastern centers, shipping demand was narrow, especially for light butchers and underweights. A fairly good outside call for heavy butchers and packing grades was manifest today. Wednesday's average cost at \$7.45 was 15c lower than on May 28, previous low spot of the year, and the

(Continued on Page 40.)

the \$9.00 mark. Fat good killing sheep have shared in the advance. Western ewes have sold up to \$4.50, and a number of other sales are reported at \$4.25. The ordinary run of mutton sheep ranges from \$3.00@4.00, the latter price being paid on the handy weight kind. Breeding ewes are selling at \$4.50@5.00, with the best yearling ewes selling for breeding purposes at \$5.00@6.00.

### KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Sept. 14.

Hog prices were down 25c today making a drop of 25@50c thus far this week. Sharp declines at more eastern markets caused the break here. Cattle continued in liberal supply. Best grades were fully steady, while most of the grass cattle were strong to 25c higher than Tuesday. The sheep market was firm. Prime lambs sold up to \$10.00. Receipts today were 11,000 cattle, 5,000 hogs and 10,000 sheep, compared with 8,500 cattle, 5,000 hogs, and 9,000 sheep a week ago, and 9,400 cattle, 3,975 hogs, and 5,825 sheep a year ago.

Though receipts have been heavy a decided improvement was reported in demand for grass-fat steers. A good many sales were 25c higher than Tuesday and others were strong to 15c up. Fed steers and best wintered grass-fat grades were fully steady. Medium cows which have been selling slowly were in better demand, and good cows and heifers were firm. Veal calves were 25c lower.

Hogs averaged 25c lower and the lowest in several weeks. The top price was \$8.15 and bulk of hogs brought \$7.50@8.15. Trade was active as soon as the decline was established. Packing sows sold at \$6.00@6.25, and pigs up to \$8.25.

Prime western lambs sold up to \$10.00, the first time that price has been paid this month. Other good western lambs sold at \$9.75@9.95. Sheep were steady. Demand for feeding lambs was active.

### ST. LOUIS.

(Special Letter to The National Provisioner.)

St. Louis, Mo., Sept. 14, 1921.

Our run of cattle for the week ending today approximates 21,000 head. There has been a steady active market during the entire period and in the last two days a stronger tendency has developed, in fact the market on the desirable kinds of beef cattle is in the neighborhood of 50c higher. The advance does not seem to affect heavy cattle; they are holding about steady and show a top for the week of \$9.25 which was paid on a string of 1,340-lb. Missouri fed steers. Yearling steers have brought as high as \$10.25 within the last two days. The fair to good cattle are swinging around the \$8.00 mark, and it is on this class that the advance is most noted. Cattle bringing this figure today, weighing around 1,000 lbs., would not bring more than \$7.50 at the close of last week. The bulk of the common and medium kinds, including the grassers, ranges from \$5.40@7.60. We have had a fair run of Oklahoma and western steers this week and they have met the full advance of the market. Oklahoma steers ranging from 1,000 to 1,100 lbs. are bringing \$5.50@6.50, and are finding prompt sale. In butcher stock and she-stuff the advance is not quite so strong as in beef steers, it ranges from 15@25c on most of the run, although in extreme cases for real good yearlings the advance is around 50c. Fed droves of good yearlings range from \$8.50@10.00, with the medium and common grassy kinds ranging from \$4.00@7.50. Butcher cows \$3.50@5.75, with good heavy beef cows up to \$6.00.

The moderate supply of 46,000 head of hogs this week has been sufficient to take care of the trade and prices have experienced some sharp fluctuations. The top for the period was made on Friday at which time \$9.50 was paid on good mixed and butcher hogs and on light hogs. Since that time the market has declined 75@90c, and is 25@50c lower than a week ago. The quality of the run continues good and while it is true that prices are lower, clearances have been good because of the moderate supply. Today's quotations are: Mixed and butchers, \$8.35@8.60; good heavies, \$7.85@8.50; roughs, \$5.25@6.25; lights, \$8.40@8.60; pigs, \$7.25@8.35; bulk, \$8.35@8.55.

The run in the sheep house this week is 13,000, and due to this light supply the market has scored a sharp advance. Some good Kentucky lambs topped for the week on Tuesday at \$9.25, and the bulk of the lambs at this writing are swinging around

### OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Sept. 14.

No great change has taken place in the cattle market this week. Receipts have been moderate and have included only a limited percentage of corn-feds. Desirable light and handy-weight steers have ruled strong, the best selling at \$9.50@10.25. Heavy cattle on the other hand have been hard to move at lower prices, largely around \$8.75@9.25. Best of the western rangers sold up to \$6.75@7.50, with bulk of the grassers at \$5.75@6.50. Outlet for cows and heifers showed some improvement, especially for heifers, at prices little different from a week ago. Choice corn-fed heifers sold up to \$9.00 with best grass heifers around \$6.00. Bulk of the grass cows sell at a spread of \$4.25@5.35. Veal calves, bulls, stags, etc., are selling much the same as a week ago and the same holds true of stockers and feeders.

The feature of the hog market this week has been the sharp decline in prices for light weights and the consequent narrowing of the spread in values. Both packers and shippers still favor the light and butcher weight hogs but are no longer willing to pay a \$1.00@2.00 premium for them. Heavy packing loads are still slow sale at bottom figures. With nearly 7,000 hogs here today prices dropped 25@50c. Best light weights brought \$7.75 as compared with \$9.00 on last Wednesday while the bulk of the trading was at \$6.00@7.00 against \$6.25@7.25 a week ago.

Partly on account of reduced receipts and partly because of a broad outlet for both fat stock and feeders the market for sheep and lambs scored a \$1.00 advance this week. Best fat lambs are quoted up around \$9.50@10.25 and feeder lambs find a broad outlet at \$6.00@7.00. Fat yearlings are selling around \$5.25@6.00 and fat ewes at \$3.25@4.50.

## ICE AND REFRIGERATION

### ICE NOTES.

The Walla Walla Meat & Cold Storage Co. recently sustained a loss of about \$10,000 by fire.

The Artesian Ice Company, which has been recently organized at Carbon Hill, Ala., is installing ice equipment to cost about \$13,000, with a daily output of 10 tons.

The Downs Ice Co. is planning the purchase of a considerable amount of ice making machinery and expects to make additions to its storage capacity which will be about 40 tons.

The Capital Ice Company of Jackson, Miss., is installing an air compressor direct connected to electric generator and absorption ice machinery which will have a daily capacity of 100 tons.

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Campbell. This law, which is to be in force for five years, provides for the free entry of machinery, tools, fixtures and other materials necessary for buildings and installations, and materials for packing meat products. There is granted exemption from all navigation taxes, port and dock dues for the shipment of goods, except when government docks are used, and also exemption from State and municipal taxes.

### EXPORTS OF CANNED MEATS.

Exports of canned meat products by countries during July, 1921, are reported to The National Provisioner as follows:

Countries	Pounds.	Canned beef.	Canned pork.	Canned sausages.	All other.
Belgium .....	.....	.....	.....	21,765	\$ 4,691
France .....	.....	.....	.....	46,525	390
Germany .....	5	.....	.....	3,000	119
Norway .....	3,312	.....	.....	.....	.....
Poland and Danzig.	.....	.....	.....	.....	249,600
Switzerland .....	18,000	.....	.....	.....	.....
England .....	198,813	25,406	5,300	183,584	.....
Scotland .....	18,000	7,200	672	17,543	.....
Ireland .....	18,000	.....	5,400	.....	.....
Bermuda .....	2,817	.....	634	494	.....
British Honduras ..	93	100	1,691	1,057	.....
Canada .....	45,157	411	651	15,931	.....
Costa Rica .....	.....	.....	50	97	.....
Gautemala .....	.....	279	.....	637	.....
Honduras .....	3,624	.....	1,680	1,370	.....
Nicaragua .....	18	.....	283	444	.....
Panama .....	126	.....	2,176	3,405	.....
Salvador .....	.....	.....	60	68	.....
Guatemala .....	.....	.....	.....	966	.....
Mexico .....	9,158	2,637	12,664	8,308	.....
Newfoundland, Lab.	3,640	3,080	.....	1,480	.....
Barbados .....	.....	.....	.....	20	.....
Jamaica .....	96	.....	503	220	.....
Trinidad and Tob...	735	.....	.....	100	.....
Other Brit. W. Ind.	5,450	87	306	349	.....
Cuba .....	2,866	.....	8,010	20,497	.....
Virgin Is. of U. S. ....	622	240	1,469	465	.....
Dutch W. Indies ..	36	.....	350	87	.....
French W. Indies ..	300	.....	1,490	.....	.....
Haiti .....	.....	1,508	285	.....	.....
Dominican Republic.	2,000	.....	2,380	25	.....
Argentina .....	.....	4,713	.....	5,950	.....
Colombia .....	1,601	.....	74	34	.....
Ecuador .....	247	.....	.....	40	.....
British Guiana .....	.....	.....	.....	5	.....
Dutch Guiana .....	.....	.....	50	76	.....
French Guiana .....	.....	.....	500	378	.....
Peru .....	.....	.....	.....	65	.....
Venezuela .....	148	360	260	565	.....
China .....	.....	.....	.....	39	.....
Chosen .....	.....	.....	48	.....	.....
British India .....	.....	.....	.....	9	.....
Straits Settlements .....	.....	.....	.....	86	.....
Hongkong .....	525	.....	1,961	399	.....
Japan .....	7,848	.....	1,738	1,732	.....
Turkey in Asia .....	.....	.....	.....	12	.....
Other Brit. Oceania ..	168	.....	96	139	.....
French Oceania .....	.....	.....	157	10	.....
Other Oceania .....	.....	.....	25	1	.....
Philippines Islands ..	7,150	1,000	7,370	776	.....
Belgian Congo .....	.....	.....	.....	1,339	.....
British W. Africa .....	.....	.....	150	178	.....
British S. Africa .....	210	.....	1,013	300	.....
British E. Africa .....	710	.....	.....	36	.....
Liberia .....	.....	.....	.....	.....	.....
Total .....	351,566	55,828	132,378	\$524,340	.....

### CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

The fact that supplies of fresh meats have been little more than moderate at any time during the week has no doubt prevented sharp declines in prices, as the demand has been slow, and at times very draggy.

The steer supply consisted largely of



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El Paso—R. E. Huthsteiner, 615 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernst O. Heinendorf.  
New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 36 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Baking Co.  
San Francisco—Mailhard & Schmiedell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

medium to good heavyweight short-fed bullocks, selling from \$14.50 to \$16.50, while strictly choice cattle were scarce. Yearlings, although lacking in quality and weight, dropped the highest prices, in proportion to their value, while heavy steers, regardless of the good qualities, were the lowest sellers, considering their intrinsic worth. General trade was very slow on heavyweight cattle. The percentage of grass cattle was light and fortunately so, for they are slow sellers on this market. Steer prices showed a slight advance the first of the week, but declined later on choice and common grades, while in-between grades held the advance. Many of the steer lots carried a good percentage of heifers, which sold generally on a par with steers of like quality. While the cow supply was not heavy, it was fully ample. The run consisted largely of common to medium grassers. During the week prices weakened, but later regained the loss on better grades, while common butcher and cutter cows are mostly 50c lower than last week's close. With a fair demand, moderate supplies of bologna bulls sold 50c to 75c over last week's close. No material change was made in kosher beef prices. Supplies were moderate and demand sufficient to keep stock fairly well cleaned up.

Although supplies of veal were no more than moderate, demand became narrower and buyers refused to purchase except at lower figures, resulting in a decline of \$2 on all grades from last week's close. Few choice nearby calves were available.

The fairly liberal supplies of lambs consisted largely of medium and good grades with a small percentage of choice. Prices, having reached a reasonable basis, consumptive demand shows some improvement, and stock has kept moving. Better grades advanced \$1 to \$2 the first of the week, but later declined \$1 on choice and \$2 on common.

Supplies of mutton consisted largely of heavy hews and bucks, for which the demand was narrow. Prices showed slight declines toward the week's close.

While supplies of pork were not heavy, they were very uneven, causing considerable irregularity in prices. Shipped stock, arriving after mid-week, had a bearish influence on prices, and, with unfavorable weather conditions, salesmen used special effort in cleaning up towards the week's close.

Compared with last Friday, steers and cows closed mostly steady, bulls 50c to 75c higher, veal \$2 lower, lambs \$1 higher on the better grades, \$2 lower on common, mutton steady to 50c lower, pork loins \$2 lower, shoulders steady, picnics \$1 lower. Boston butts \$1 to \$2 lower and spareribs steady to \$1 lower. The carryover will be very light.



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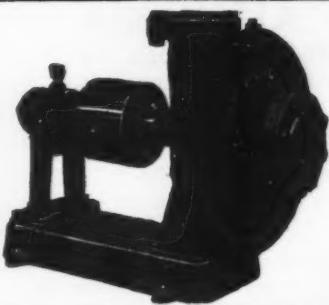
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### PACKERS' INSTITUTE COMMITTEES.

(Continued from page 19.)

committee on government canning regulations, works with and reports to the committee to confer with government officials. Its membership is as follows: Dr. J. J. Hayes, Chairman, Armour & Co., Chicago, Ill.; Canning department (operating): John Penson, Armour & Co., Chicago, Ill.; H. W. Kruger, Libby, McNeill & Libby, Chicago, Ill.; J. Melchoir, Morris & Co., Chicago, Ill.; Ed. Clair, Wilson & Co., Chicago, Ill.; F. G. Baker, Baker Food Products Co., Chicago, Ill.; Canning department (sales): J. B. Rogers, Acme Packing Co., Green Bay, Wis.; A. F. Pfeiffer, Armour & Co., Chicago, Ill.; A. R. McCartan, The Cudahy Packing Co., Chicago, Ill.; H. A. Tennyson, Oscar Mayer & Co., Inc., Chicago, Ill.; W. H. Long, Libby, McNeill & Libby, Chicago, Ill.; F. C. McDowell, Morris & Co., Chicago, Ill.; Chemist: Dr. L. M. Tolman, Wilson & Co., Chicago, Ill.; Attorney: W. C. Kirk, Armour & Co., Chicago, Ill.

Committee to Confer with Live Stock Producers—Thomas E. Wilson, Chairman, Wilson & Co., Chicago, Ill.; E. A. Cudahy, Jr., The Cudahy Packing Co., Chicago, Ill.; R. S. Dold, Jacob Dold Packing Co., Omaha, Neb.; E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind.; Edward Morris, Morris & Co., Chicago, Ill.; J. P. Phillips, Birmingham Packing Co., Birmingham, Ala.

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Legal Committee—Thomas Creigh, Chairman, The Cudahy Packing Co., Chicago, Ill.; Walter H. Saunders, National Bank of Commerce Bldg., St. Louis, Mo.; M. W. Borders, Morris & Company, Chicago, Ill.; Charles J. Faulkner, Jr., Armour & Co., Chicago, Ill.; Henry Veeder, Swift & Co., Chicago, Ill.; Jewel P. Lightfoot, Wilson & Co., Chicago, Ill.

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ferro, Chairman, Hammond, Standish & Co., Detroit, Mich.; Edward Morris, Morris & Co., Chicago, Ill.; J. C. Dold, Jacob C. Dold Packing Co., Buffalo, N. Y.

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### The Regional Committee.

Baltimore District—Wm. F. Schluderberg, Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md. (Maryland, District of Columbia and Delaware).

Indiana District—E. C. Merritt, Indianapolis Abattoir Co., Indianapolis, Ind. (Indiana and Michigan).

Intermountain District—J. Brennan, Ogden Packing & Provision Co., Ogden, Utah (Arizona, Colorado, Idaho, Montana, Nevada, Utah and Wyoming).

Iowa—Jay E. Decker, Jacob E. Decker & Sons, Mason City, Iowa (State of Iowa).

Minnesota District—A. L. Eberhart, Geo. A. Hormel & Co., Austin, Minn. (Minnesota, Wisconsin, North Dakota, South Dakota and Nebraska).

New England District—E. M. Penley, E. W. Penley, Auburn, Me., Auburn, Me. (Maine, New Hampshire and Vermont); Edwin C. Starr, North Packing & Provision Co., Boston, Mass. (Massachusetts, Connecticut and Rhode Island).

New York District—W. A. Johns, Swift & Co., Jersey City, N. J. (New York and New Jersey).

Ohio District—S. T. Nash, Cleveland Provision Co., Cleveland, Ohio (Cleveland district); Louis J. Burkhardt, Henry Burkhardt Packing Co., Dayton, Ohio (middle Ohio district); J. A. Wiederhold, The John Hoffman's Sons Co., Cincinnati, Ohio (Cincinnati district).

Pacific Coast District—C. J. Hooper, Western Meat Co., San Francisco, Calif. (California, Oregon and Washington).

Pennsylvania District—Chas. H. Ogden, Pittsburgh Packing & Provision Co., Pittsburgh, Pa. (West Virginia and all of Pennsylvania except Philadelphia territory); J. J. Felin, J. J. Felin & Co., Philadelphia, Pa. (Philadelphia district lying east of the Susquehanna river).

St. Louis District—Gus. Bischoff, Jr., St. Louis Independent Packing Co., St. Louis, Mo. (St. Louis and Eastern Missouri).

Southeastern District—David G. Madden, East Tennessee Packing Company, Knoxville, Tenn. (Virginia, Kentucky, North Carolina, South Carolina and Tennessee); A. D. Davis, A. D. Davis Packing Co., Mobile, Ala. (Mississippi, Alabama, Georgia and Florida).

Southwestern District—R. T. Keefe, Henneberry & Co., Arkansas City, Ark. (Kansas, Oklahoma, Arkansas and Western Missouri).

Texas District—R. E. Paine, Houston Packing Co., Houston, Texas (Texas, Louisiana and New Mexico).

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## FOR PURCHASING DEPARTMENTS

### NEW TANK HOUSE FOR PACKER.

The Ohio Provision Co., Cleveland, Ohio, have let contracts for a \$50,000 tank house and work is well under way. Anders & Reimers, engineers, Cleveland, O., have this work in charge.

### BALTIMORE VEGETABLE OIL PLANTS.

The Cooknut Corporation, which was organized by Mr. G. W. Quimby and Mr. Sproul of the Purity Creamery Company with a capital of \$500,000, are now equipping one of the largest vegetable oil refining compound and winter oil plants in the country, and when completed will be one of the most modern-equipped plants. The plant has a capacity for refining 60,000 pounds of vegetable oil per day and to manufacture 55,000 pounds of compound lard and 60,000 pounds of winter salad oil.

The plant will be under the operation of Mr. Frank Zvernia, formerly of the Capitol Refining Company, Washington. The equipment throughout the plant is the most modern and up-to-date. The entire contract for machinery and equipment, amounting to approximately \$96,000, is being furnished by The Brecht Company, St. Louis and New York, and is being installed under their supervision.

Another corporation, The Maryland Vegetable Oil Company, Baltimore, Md., is also installing a 2-tank car refinery in connection with their present pressing and crushing plant, which is one of the largest in the country. The entire refining plant is also furnished by the Brecht Company.

### YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

Francis J. Klose, meat market, Pittsburgh, Pa.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Union Cash market, meat market, Helena, Mont.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Neithammer Brothers, meat market, Casper, Wyo.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Herman C. Schaeffer, provision market, 576 Woodward Ave., Brooklyn, N. Y.; one 8-ton vertical single-acting belt driven

enclosed refrigerating machine and high pressure side complete.

A. Mikes, meat market, West Bend, Iowa; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. Jay Evans, meat market, Reedley, Calif.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Max Hahn Packing Co., of Dallas, Texas, have added to their York refrigerating equipment one 32-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete, including flooded atmospheric ammonia condensers.

Feigner Brothers & Credit, meat market, Rockport, Mo.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Minder & Sons, provision market, 119 Barclay St., New York, N. Y.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Bettendorf, meat market, St. Louis, Mo.; one 5¾-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Nolan & Rooney, grocery & meat market, 36 LeRoy St., Binghamton, N. Y.; one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

William Green & Sons, meat market, Topeka, Kan.; one 5¾-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Osterhaut & Jolly, meat market, Hillsdale, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hugh Mills, meat market, Straitsville, Ohio; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

C. L. Bernhard Sons Packing Co., Washington Court House, Ohio; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Warner & Steiff, meat market, Fostoria, Ohio; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Charles Novak, meat market, 2101 West Chicago Ave., Chicago, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Schnick Brothers, meat market, Michigan City, Ind.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

William Miller, meat market, Michigan City, Ind.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George Basle, meat market, Wheeling, W. Va.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. C. Bohack Co., Inc., grocery and meat market, Floral Park, L. I., N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Allan M. Dewey, meat market, Ea Grange, Ill.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

J. F. Sawtelle, meat market, Conneaut, Ohio; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. C. Bohack Co., Inc., wholesale and retail groceries and meats, Mineola, L. I., N. Y.; one 2-ton vertical single-acting chine and high pressure side complete.

Rosenblum Brothers, meat market, Omaha, Neb.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fair Store, meat market, Malm & Burke, proprietors, Norfolk, Neb.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

A. R. Owen & Co., grocery and meat market, one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sam Orndorf, meat market, New Straitsville, Ohio; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. S. Lodge, meat market, Smithfield, Ohio; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

George F. Late & Son, meat market, Thurmont, Md.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Manteno Farmers Co-operative Co., meat market, Manteno, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Reticchia Brothers, meat market, LaFerty, Ohio; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Minden Cotton Oil & Ice Co., Minden, La.; one 300-lb. geared can hoist and crane, two 6-in. x 48-in. cloth filters and one 18-in. x 38-in. charcoal filter.

Warren Cotton Oil & Ice Co., Warren, Ark.; one 24-in. x 8-ft. vertical ammonia drier-cooler-purifier and 25 300-lb. grooved ice cans.



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in the United States?

Who? Where? What?

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"THE PACKER'S ENCYCLOPEDIA"

# Chicago Section

John L. Sheehy of the Dold Packing Co., Omaha, Neb., paid a visit to the city last week.

Mr. Robert Mair, head of the export department of Swift & Company, is on his vacation.

F. T. Fuller, president of the Iowa Packing Co., Des Moines, Iowa, was in Chicago this week.

W. H. Beall, vice-president of Albert and Co., New York, was in town during the past few days.

J. F. Smith, head of Swift & Company's refinery department, returned this week from a visit to the East.

Morton Mannheimer, president of the Evansville Packing Co., Evansville, Ind., was in town this week.

P. D. Armour III returned this week from a foreign trip which extended over a period of several months.

Frank Kohrs, president of the Kohrs Packing Co., Davenport, Iowa, was a visitor in the city during the past week.

Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers, Washington, D. C., was in the city this week.

Mr. M. Rosenbach of Wilson & Company and a member of the committee on foreign relations and trade of the Institute has returned from his vacation.

Thomas E. Wilson, head of Wilson & Company and president of the Institute of American Meat Packers, sailed this week for an extended visit to Europe.

Swift & Company's sales of carcass beef in Chicago for week ending Saturday, September 10, 1921, for shipments sold out,

ranged from 7.50 to 19.00 cents per pound; average, 13.53 cents per pound.

E. S. La Bart, head of Wilson & Company's publicity department, was a member of the Chicago Association of Commerce party which visited Southern Illinois on a "booster" tour during the week.

Mr. Chas. E. Herrick, chairman of the traffic committee of the Institute of American Meat Packers, and Mr. C. B. Heinemann, vice-president of the Institute, are on a trip to Washington and New York to attend a traffic meeting.

Mr. Jones of Marples, Jones & Co., Liverpool, England, met the committee on foreign relations and trade of the Institute of American Meat Packers on September 15 to explain the provisions to be complied with in dealing with the British ministry of food claims.

Shipments of provisions from Chicago for the week ending Saturday, September 10, 1921, are reported as follows, compared to last year:

	This week.	last year.
Cured meats .....	19,001,000	9,653,000
Lard .....	16,548,000	6,957,000
Fresh meats .....	23,088,000	45,251,000
Pork .....	6,170	295
Canned meats .....	33,836	21,455
Receipts for the week were: Cured meats, 1,066,000 lbs.; fresh meats, 8,452,000 lbs.; lard, 970,000 lbs.; pork, none.		

Clarence M. Updegraff, who has been in charge of the legal department of Jacob E. Decker & Sons, Mason City, Iowa, for several years, has resigned his connection with the Iowa packing firm to accept a professorship at George Washington University law school at Washington, D. C. This will not be new work for Mr. Updegraff, as he taught law at the University of Louisiana and in other schools. He is widely known in the trade and has many friends. Though his position at the law school prevents his acting as attorney, he will be glad to be of service to any friends in the trade during his residence in Washington.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Sept. 15, 1921, are reported to The National Provisioner as follows:

Armour & Co.....	9,408
Anglo-Amer. Prov. Co.....	5,974
Swift & Co.....	8,706
G. H. Hammond Co.....	5,931
Morris & Co.....	7,062
Wilson & Co.....	6,000
Boyd-Lunham & Co.....	5,676
Western Pkg. & Prov. Co.....	6,700
Roberts & Oake.....	3,875
Miller & Hart.....	3,100
Independent Pkg. Co.....	5,637
Brennan Pkg. Co.....	4,100
Others .....	4,500
Total .....	70,609

## CHICAGO LIVESTOCK MARKETS.

(Continued from page 33.)

lowest since early in 1916. Average weight Wednesday at 256 lbs. showed a falling off of 6 lbs. from the same day last week. Today's top at \$8.60 was 55c under a week ago and practically all weights of butchers and lights showed a decline of 50 to 60c for the same period; with packing grades 25 to 50c lower. Pigs sold today 50 to 75c under a week ago.

Despite the shortened trading period last week, due to the closed market on Labor day, local receipts this week to date have exceeded those of the same period a week ago by only 8,000 and the ten market aggregate for the same period was 44,000 under that of the first four days last week. The fact that supplies have dwindled in spite of the rising values which ordinarily would encourage marketings, has strengthened somewhat the opinion held by many that the heavy runs of natives are about over. The climb in values, started two weeks ago, continued up to Thursday, when trading generally was at Wednesday's levels, but eased off to a little weaker at the close. Compared with a week ago, fat lambs are selling from 75c to \$1.00 higher, fat yearlings around 50c and fat ewes mostly 25c higher. A fair volume of eastern shipping orders for fat lambs has been a much needed bolster to the trade. The week's top on western lambs at \$10.25, was paid Wednesday on shipping account. A shipping order also scored the week's top of \$10.10 on fat natives Thursday. Bulk of desirable natives on both days went at \$9.50 to \$9.75 while desirable rangers went mostly between \$9.50 and \$10.00. Strictly choice light yearlings have been lacking. Some choice Oregons, averaging around 100-lbs. brought \$6.75 Wednesday. Other western yearlings ranged down to \$5.50. A few near choice wethers scored \$5.00 Wednesday and Thursday. Fat ewes were in very limited supply and sold mostly according to weight, from \$4.75 down to \$3.00, extreme heavies at the bottom, bulk from \$4.00 to 4.50.

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## Packinghouse Reminiscences

### Tales of the Early Days in Chicago's Beef Killing Business

By John Neil Carbray.

**EDITOR'S NOTE.**—This is the fifth of a series of anecdotes of the old days in "Archer Road" and elsewhere in the beef killing district of Chicago, written by an old-timer who grew up as a boy in the cattle-killing gang and later became one of the champion beef butchers of his day. He is now an inspector in the employ of the federal government. His acquaintance includes pretty nearly every famous character of the early days of the packing business in Chicago, and his reminiscences should be read with interest by those who recall the old days or who would like to hear about them. The author prepared this series of articles especially for THE NATIONAL PROVISIONER.

No value was placed on the "offal" of a bullock for the reason that there was no ice to preserve and take care of it. Generally, the boy or man who finished the cattle and trimmed up the "offal" received this by-product for his labor, to dispose of the best way he could. There were peddlers who bought up their "offal," which consists of liver, heart, sweetbread, ox-tails, weasands and slunk calves. The house bought the skins of these latter, the carcass went to the tank.

Paunches as emptied of their contents, or tripe, was also in that category. Just imagine a liver peddler going around today with a wagonload of livers and beef hearts in the summertime, without any ice, and get by.

Everyone I knew became rich. If a man could do that today, I repeat, if—but that is an impossibility. The offal today is a very important feature in the meat food market and what was regarded as not fit to eat or worthless in those days, are regarded as luxuries today. And the business man engaged in the cattle killing business is well aware of the fact.

In the summer of '81 the Union Stock Yards and Packingtown were the busiest places in Cook county. Correctly speaking, the stock yards were just outside of the pale of Chicago, in the town of Lake. Building and construction work was going on all over the yards district. The Stock Yards Transit Co. were building and adding to their stock pens; shelter pens were being put up, water pipes extended, railroads were laying tracks and sidings; switching yards were enlarged, new engines with new crews were everywhere. The streets or main thoroughfares in Packingtown were planked to facilitate hauling to and from the yards. New packing houses were being constructed

and additions were added to the old ones, with ice-coolers built in.

Receipts for live stock were increasing daily; endless trains of brand new refrigerator cars were rolling in almost every day. Repair car shops were building, boiler, tin and machine shops and a host of others were going up. Altogether a feverish building activity was noticeable all throughout Packingtown and the Yards beginning with that period of the '80's.

A permanent foundation of the meat packing industry was laid down about that time, which later developed to such proportions that it not only interested, but astounded the business men of Chicago. It also attracted and interested the governments and the people throughout Europe. Truly, Chicago has every reason to be proud of her "greatest industry," the industry that put the "go" in Chicago.

#### Old and New Storage Methods.

As this important industry developed, it was seen there was a great dearth of cold storage plants. Warehouses, such as there were in those days, were large wooden sheds, capable of storing thousands of tierces of lard and sweet-pickled meats. No ice or refrigeration was used in the warehouses at that time. There were times when it was necessary to roll tierces of sweet-pickled meats from exposed-to-the-sun places to the shady side of the building or buildings, and this was repeated daily until they were shipped. This is also the method of overhauling sweet-pickled meats when packed in tierces. They are rolled from one place to another five days after they are packed; then again in 15 days, and 15 days after the last processing, or 30 days. Then the processing is complete.

Of course, this method necessitated a large army of laborers, but labor was plentiful and cheap in those days. There were times when the packers were obliged to pile their lard in tierces out on the prairie, exposed to sun, wind and rain. There is nothing like this today. Substantial buildings are seen now towering to the sky, and known as cold-storage warehouses. Their capacity goes into the thousands of tons of meat-food products.

The yards and Packingtown fairly sizzled with activity and the hum of industry when I left Bridgeport and cast my lot with one of the packers at the Yards in June, 1881. At that time chill rooms were installed in some of the beef-killing establishments. The hog-killing houses also were installing chill rooms in their plants, to chill their hogs, but the chilling capacity was not quite large enough to take care of the heavy killing daily.

Prior to the introduction of ice coolers or chill rooms, hogs were only killed in what was termed the hog-killing season. This began in the fall of the year and ended about the 1st of March. As soon as chill rooms were installed the hog-killing industry was carried on all through the summer. About this time refrigerator cars were being constructed and put into commission as fast as they were completed. Meat food products and fresh primal parts of pork and beef, along with whole carcasses, were shipped to all points of the United States. The field in this new departure was practical, far and wide.

(To be continued.)

#### CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a week ago and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Sept. 8, 1921:

	CATTLE.				
	Sales Week ending week, Sept. 8,	Same Week ending week, Sept. 8, 1920.	Week ending week, Sept. 1, 1920.	Same Week ending week, Sept. 8, 1920.	Top price good steers \$ 14.50
Toronto (U. S. Y.)...	4,853	5,804	6,296	\$ 7.00	\$ 7.25
Montreal (Pt. St. Chs.)	456	1,113	935	5.50	12.00
Montreal (E. End)	295	1,434	517	5.50	12.00
Winnipeg	2,710	11,221	3,279	6.00	12.75
Calgary	1,067	2,519	1,274	4.75	10.75
Edmonton	880	888	562	5.00	9.50

	CALVES.				
	Sales Week ending week, Sept. 8,	Same Week ending week, Sept. 8, 1920.	Week ending week, Sept. 1, 1920.	Same Week ending week, Sept. 8, 1920.	Top price good calves \$ 19.50
Toronto (U. S. Y.)...	929	1,140	1,231	\$ 12.00	\$ 11.50
Montreal (Pt. St. Chs.)	559	1,161	817	11.00	18.00
Montreal (E. End)	628	699	776	11.00	18.00
Winnipeg	290	831	481	8.25	12.00
Calgary	506	567	494	5.85	11.00
Edmonton	220	106	94	5.50	10.00

## LEON DASHEW Counselor At Law 15 Park Row New York

References	
Armour & Company The Cudahy Packing Co.	Joseph Stern & Sons, Inc.
Austin, Nichols & Co.	Manhattan Veal & Mutton Co.
New York Butchers Dressed Meat Co.	United Dressed Beef Co.

## WE BUY HOGS ON COMMISSION

for some of the best packers in the country. We do a STRICTLY ORDER BUSINESS, and ever since our establishment in 1900 it has been our aim to render the most efficient service in buying for our customers.

## RESULTS TELL THE STORY

Ask any packer who has commissioned us to buy hogs for him on this market, and hear what he says! For reference: Any of our customers, or Merchants National Bank, Indianapolis.

**McMURRAY & JOHNSTON**  
LIVESTOCK PURCHASING AGENTS

U. S. YARDS INDIANAPOLIS INDIANA

"IN THE HEART OF THE CORN BELT"

September 17, 1921.

## CHICAGO LIVESTOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Sept. 5 . . .	19,573	4,805	40,383	33,386
Tuesday, Sept. 6 . . .	9,069	14,253	99,003	107,782
Wednesday, Sept. 7 . . .	12,883	4,602	21,682	30,351
Thursday, Sept. 8 . . .	7,372	3,788	18,319	21,314
Friday, Sept. 9 . . .	2,435	958	15,079	19,731
Saturday, Sept. 10 . . .	500	200	3,000	3,000
Total last week . . .	42,703	14,253	99,003	107,782
Previous week . . .	45,847	9,069	100,123	129,560
Year ago . . .	53,811	12,601	81,285	98,926
Two years ago . . .	60,738	10,126	112,400	150,528

## SHIPMENTS.

	Holiday.	Total	70,900
Monday, Sept. 5 . . .	Holiday.	502	5,008
Tuesday, Sept. 6 . . .	4,048	502	5,008
Wednesday, Sept. 7 . . .	4,871	349	4,044
Thursday, Sept. 8 . . .	4,305	397	3,200
Friday, Sept. 9 . . .	2,254	558	5,197
Saturday, Sept. 10 . . .	400	1,530	2,000

	Total	89,900
Previous week . . .	18,424	1,447
Year ago . . .	19,306	2,060
Two years ago . . .	25,260	1,227

\*Tuesday's receipts include arrivals of Monday, Sept. 5, which was a holiday.

Total receipts at Chicago for year to Sept. 10:

	Sept. 10	1920
Cattle . . .	1,838,211	1,984,880
Calves . . .	551,357	544,066
Hogs . . .	5,565,710	5,304,080
Sheep . . .	3,062,478	2,485,721

Total receipts of hogs at eleven markets:

	Week ending Sept. 10 . . .	Year to date . . .
Previous week . . .	350,000	10,881,000
Cor. week, 1920 . . .	313,000	20,393,000
Cor. week, 1919 . . .	402,000	22,347,000
Cor. week, 1918 . . .	350,000	21,323,000
Cor. week, 1917 . . .	261,000	18,583,000
Cor. week, 1916 . . .	380,000	20,381,000
Cor. week, 1915 . . .	333,000	18,550,000
Cor. week, 1914 . . .	303,000	16,065,000

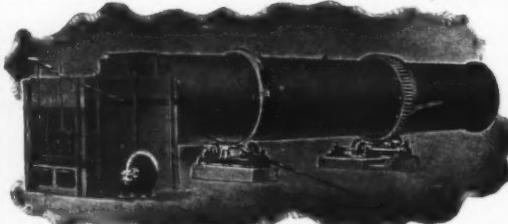
Combined receipts at seven points for week ending Sept. 10, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
This week . . .	1,180,000	261,000	316,000
Previous week . . .	108,000	272,000	351,000
1920 . . .	241,000	220,000	313,000
1919 . . .	290,000	293,000	557,000
1918 . . .	339,000	277,000	424,000
1917 . . .	241,000	187,000	285,000
1916 . . .	241,000	273,000	351,000
1915 . . .	198,000	244,000	400,000
1914 . . .	217,000	215,000	356,000

Combined receipts at seven markets for year to Sept. 10, 1921, with comparisons:

	Cattle.	Hogs.	Sheep.
1921 . . .	5,768,000	15,391,000	7,742,000
1920 . . .	5,522,000	16,399,000	6,958,000
1919 . . .	5,370,000	18,389,000	8,034,000
1918 . . .	5,968,000	17,392,000	6,169,000
1917 . . .	6,042,000	15,245,000	6,132,000
1916 . . .	5,472,000	16,737,000	6,969,000

## DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

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A HIGH GRADE CAN WITH YOUR BRAND LITHOGRAPHED IN BRIGHT, SHARP COLORS, IS AN ADVERTISEMENT FOR YOUR BUSINESS LONG AFTER THE ORIGINAL CONTENTS HAVE BEEN REMOVED.

PLATT & CO., Inc. KEY HIGHWAY  
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Pork Packers  
P. O. Box 5285  
BOSTON, MASS.

PACKING HOUSES  
Cambridge, Mass.

NEW YORK OFFICE  
211 Produce Exchange

## THE NATIONAL PROVISIONER

## CHICAGO PROVISION MARKET

## Range of Prices.

	SATURDAY, SEPTEMBER 10, 1921.	Open.	High.	Low.	Close.
PORK—(Per bbl.)—	\$18.00	\$18.00	\$18.00	\$18.00	\$18.00
LARD—(Per 100 lbs.)—					
Sept. . . . .	11.05	11.17 1/2	11.05	11.17 1/2	11.10
Oct. . . . .	9.85	9.87 1/2	9.75	9.75	9.70
Jan. . . . .	9.95	9.95	9.90	9.90	9.90
Mar. . . . .	9.95	10.00	9.82 1/2	9.82 1/2	9.85
SHORT RIBS—(Boxed 25¢ more than loose)—					
Sept. . . . .	8.25	8.30	8.20	8.20	8.10
Oct. . . . .	8.25	8.30	8.20	8.20	8.20
Jan. . . . .	8.45	8.45	8.37 1/2	8.37 1/2	8.37 1/2

## MONDAY, SEPTEMBER 12, 1921.

	MONDAY, SEPTEMBER 12, 1921.	Open.	High.	Low.	Close.
PORK—(Per bbl.)—					
Sept. . . . .	.....	.....	.....	.....	18.00
Jan. . . . .	.....	.....	.....	.....	16.50
LARD—(Per 100 lbs.)—					
Sept. . . . .	11.15	11.17 1/2	11.07 1/2	11.10	11.10
Oct. . . . .	11.17 1/2	11.22 1/2	11.15	11.15	11.15
Jan. . . . .	9.80	9.87 1/2	9.70	9.70	9.70
Mar. . . . .	9.95	10.00	9.82 1/2	9.82 1/2	9.85
SHORT RIBS—(Boxed 25¢ more than loose)—					
Sept. . . . .	8.15	8.15	7.00	7.00	7.80
Oct. . . . .	8.15	8.15	7.00	7.00	7.90
Jan. . . . .	8.30	8.30	8.30	8.30	8.30

## TUESDAY, SEPTEMBER 13, 1921.

	TUESDAY, SEPTEMBER 13, 1921.	Open.	High.	Low.	Close.
PORK—(Per bbl.)—					
Sept. . . . .	.....	.....	.....	.....	17.75
LARD—(Per 100 lbs.)—					
Sept. . . . .	10.02 1/2	11.02 1/2	10.97 1/2	10.97 1/2	10.97 1/2
Oct. . . . .	11.10	11.10	11.00	11.00	11.05
Jan. . . . .	9.70	9.70	9.70	9.70	9.72 1/2
Mar. . . . .	9.85	9.85	9.85	9.85	9.85
SHORT RIBS—(Boxed 25¢ more than loose)—					
Sept. . . . .	7.75	7.75	7.75	7.75	7.75
Oct. . . . .	7.85	7.85	7.85	7.85	7.95
Jan. . . . .	8.30	8.32 1/2	8.30	8.30	8.30

## WEDNESDAY, SEPTEMBER 14, 1921.

	WEDNESDAY, SEPTEMBER 14, 1921.	Open.	High.	Low.	Close.
PORK—(Per bbl.)—					
Sept. . . . .	17.75	17.75	17.75	17.75	17.75
LARD—(Per 100 lbs.)—					
Sept. . . . .	10.62 1/2	10.67 1/2	10.62 1/2	10.62 1/2	10.62 1/2
Oct. . . . .	10.70	10.75	10.60	10.60	10.70
Jan. . . . .	9.50	9.57 1/2	9.47 1/2	9.47 1/2	9.50
March . . . . .	9.75	9.75	9.65	9.65	9.67 1/2
SHORT RIBS—(Boxed 25¢ more than loose)—					
Sept. . . . .	7.60	7.60	7.60	7.60	7.60
Oct. . . . .	7.90	7.90	7.72 1/2	7.72 1/2	7.72 1/2
Jan. . . . .	8.15	8.15	8.15	8.15	8.15

## THURSDAY, SEPTEMBER 15, 1921.

	THURSDAY, SEPTEMBER 15, 1921.	Open.	High.	Low.	Close.
PORK—(Per bbl.)—					
Sept. . . . .	17.75	17.75	17.75	17.75	17.75
LARD—(Per 100 lbs.)—					
Sept. . . . .	10.62 1/2	10.67 1/2	10.62 1/2	10.62 1/2	10.62 1/2
Oct. . . . .	10.70	10.75	10.60	10.60	10.70
Jan. . . . .	9.50	9.57 1/2	9.47 1/2	9.47 1/2	9.50
March . . . . .	9.75	9.75	9.65	9.65	9.67 1/2
SHORT RIBS—(Boxed 25¢ more than loose)—					
Sept. . . . .	7.50	7.50	7.50	7.50	7.50
Oct. . . . .	7.62 1/2	7.62 1/2	7.60	7.60	7.60
Jan. . . . .	8.00	8.10	8.00	8.00	8.05

	Beef.	No. 1.	No. 2.	No. 3.
Rib roast, heavy end . . .	20	25	17	17
Rib roast, light end . . .	22	28	19	19
Chuck roast . . . . .	22	18	14	14
Steaks, round . . . . .	35	30	25	25
Steaks, sirloin, first cut . .	45	35	31	31
Steaks, porterhouse . . . .	52</td			

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

Prime native steers.....	16 1/2@18
Good native steers.....	15 1/2@16 1/2
Medium steers.....	11 @15
Heifers, good.....	13 @15
Cows.....	8 @12
Hind quarters, choice.....	22 1/2
Fore quarters, choice.....	12

### Beef Cuts.

Steer Loins, No. 1.....	31
Steer Loins, No. 2.....	33
Steer Short Loins, No. 1.....	44
Steer Short Loins, No. 2.....	42
Steer Loin Ends (hips).....	26
Steer Loin Ends, No. 2.....	26
Cow Loins.....	14 @22
Cow Short Loins.....	20 @31
Cow Loin Ends (hips).....	13 @16
Steer Ribs, No. 1.....	24
Steer Ribs, No. 2.....	22
Cow Ribs, No. 1.....	17
Cow Ribs, No. 2.....	15
Rib Loins, No. 3.....	10
Steer Rounds, No. 1.....	17
Steer Rounds, No. 2.....	14
Steer Chucks, No. 1.....	10
Steer Chucks, No. 2.....	8
Cow Rounds.....	11 1/2@12
Cow Chucks.....	5
Steer Plates.....	6
Medium Plates.....	5
Briskets, No. 1.....	16
Briskets, No. 2.....	13
Steer Navel Ends.....	5
Cow Navel Ends.....	4
Fore Shanks.....	3 1/2@4
Lamb Shanks.....	3 @3
Strip Loins, No. 1, boneless.....	45
Strip Loins, No. 2.....	45
Strip Loins, No. 3.....	12
Sirloin Butts, No. 1.....	33
Sirloin Butts, No. 2.....	28
Sirloin Butts, No. 3.....	28
Beef Tenderloins, No. 1.....	75
Beef Tenderloins, No. 2.....	65
Rump Butts.....	30
Flank Steaks.....	20
Boneless Chucks.....	10
Shoulder Clods.....	15
Hanging Tenderloins.....	8
Trimmings.....	8

### Beef Product.

Brains, per lb.....	5 @ 7
Hearts.....	2 1/2@6
Tongues.....	28
Sweetbreads.....	24 @28
Ox-Tail, per lb.....	3 @ 8
Fresh Tripe, plain.....	4 @ 4
Fresh Tripe, H. C. C.....	5 @ 5
Livers.....	7 @ 9
Kidneys, per lb.....	8

### Veal.

Choice Carcass.....	20 @21
Good Carcass.....	18 @19
Good Saddles.....	28 @32
Good Backs.....	14 @16
Medium Backs.....	5 @ 7

### Veal Product.

Brains, each.....	6 @ 8
Sweetbreads.....	48 @50
Calf Livers.....	26 @32

### Lamb.

Choice Lambs.....	21
Medium Lambs.....	19
Choice Saddles.....	25
Medium Saddles.....	20
Choice Fore.....	18
Medium Fore.....	16
Lamb Fries, per lb.....	30
Lamb Tongues, each.....	18
Lamb Kidneys, per lb.....	25 @28

### Mutton.

Heavy Sheep.....	8
Light Sheep.....	12
Heavy Saddles.....	10
Light Saddles.....	15
Heavy Fore.....	6
Light Fore.....	8
Mutton Legs.....	15
Mutton Loins.....	14
Mutton Stew.....	4
Sheep Tongues, each.....	18
Sheep Heads, each.....	10

### Fresh Pork, Etc.

Dressed Hogs.....	18 1/2
Pork Loins.....	29
Leaf Lard.....	13
Tenderloins.....	52
Spare Ribs.....	8
Butts.....	18
Hocks.....	11
Trimmings.....	9
Extra lean trimmings.....	14
Tails.....	7
Snouts.....	4 3/4
Pigs' Feet.....	7
Pig's Heads.....	4
Blade Meats.....	9
Blade Meats.....	12
Cheek Meat.....	6
Hog Nvers, per lb.....	7
Neck Bones.....	4
Skinned Shoulders.....	13
Pork Hearts.....	4
Pork Kidneys, per lb.....	12
Pork Tongues.....	9
Tail Bones.....	9
Brains.....	8
Back fat.....	12 @13
Hams.....	22
Calas.....	13 1/2
Bellies.....	16

### SAUSAGE.

Columbia, Cloth, Bologna.....	15
Bologna, large, long, round, in casings.....	14 1/2
Choice Bologna.....	15

## CHICAGO MARKET PRICES

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#### Carcass Beef.

Prime native steers.....	16 1/2@18
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Fore quarters, choice.....	12

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Cow Ribs, No. 1.....	17
Cow Ribs, No. 2.....	15
Rib Loins, No. 3.....	10
Steer Rounds, No. 1.....	17
Steer Rounds, No. 2.....	14
Steer Chucks, No. 1.....	10
Steer Chucks, No. 2.....	8
Cow Rounds.....	11 1/2@12
Cow Chucks.....	5
Steer Plates.....	6
Medium Plates.....	5
Briskets, No. 1.....	16
Briskets, No. 2.....	13
Steer Navel Ends.....	5
Cow Navel Ends.....	4
Fore Shanks.....	3 1/2@4
Lamb Shanks.....	3 @3
Strip Loins, No. 1, boneless.....	45
Strip Loins, No. 2.....	45
Strip Loins, No. 3.....	12
Sirloin Butts, No. 1.....	33
Sirloin Butts, No. 2.....	28
Sirloin Butts, No. 3.....	28
Beef Tenderloins, No. 1.....	75
Beef Tenderloins, No. 2.....	65
Rump Butts.....	30
Flank Steaks.....	20
Boneless Chucks.....	10
Shoulder Clods.....	15
Hanging Tenderloins.....	8
Trimmings.....	8

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Steer Navel Ends.....	5
Cow Navel Ends.....	4
Fore Shanks.....	3 1/2@4
Lamb Shanks.....	3 @3
Strip Loins, No. 1, boneless.....	45
Strip Loins, No. 2.....	45
Strip Loins, No. 3.....	12
Sirloin Butts, No. 1.....	33
Sirloin Butts, No. 2.....	28
Sirloin Butts, No. 3.....	28
Beef Tenderloins, No. 1.....	75
Beef Tenderloins, No. 2.....	65
Rump Butts.....	30
Flank Steaks.....	20
Boneless Chucks.....	10
Shoulder Clods.....	15
Hanging Tenderloins.....	8
Trimmings.....	8

#### Beef Cuts.

Steer Loins, No. 1.....	31
Steer Loins, No. 2.....	33
Steer Short Loins, No. 1.....	44
Steer Short Loins, No. 2.....	42
Steer Loin Ends (hips).....	26
Steer Loin Ends, No. 2.....	26
Cow Loins.....	14 @22
Cow Short Loins.....	20 @31
Cow Loin Ends (hips).....	13 @16
Steer Ribs, No. 1.....	24
Steer Ribs, No. 2.....	22
Cow Ribs, No. 1.....	17
Cow Ribs, No. 2.....	15
Rib Loins, No. 3.....	10
Steer Rounds, No. 1.....	17
Steer Rounds, No. 2.....	14
Steer Chucks, No. 1.....	10
Steer Chucks, No. 2.....	8
Cow Rounds.....	11 1/2@12
Cow Chucks.....	5
Steer Plates.....	6
Medium Plates.....	5
Briskets, No. 1.....	16
Briskets, No. 2.....	13
Steer Navel Ends.....	5
Cow Navel Ends.....	4
Fore Shanks.....	3 1/2@4
Lamb Shanks.....	3 @3
Strip Loins, No. 1, boneless.....	45
Strip Loins, No. 2.....	45
Strip Loins, No. 3.....	12
Sirloin Butts, No. 1.....	33
Sirloin Butts, No. 2.....	28
Sirloin Butts, No. 3.....	28
Beef Tenderloins, No. 1.....	75
Beef Tenderloins, No. 2.....	65
Rump Butts.....	30
Flank Steaks.....	20
Boneless Chucks.....	10
Shoulder Clods.....	15
Hanging Tenderloins.....	8
Trimmings.....	8

#### Beef Cuts

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### A Warning Against a Sharp Catch in the Average Lease

Written for The National Provisioner by Elton J. Buckley.

The question raised by the following letter, which comes from a Pennsylvania reader, is the legal status of a man who is doing business in a rented building which is destroyed by fire. In addition to being put out of business by fire, is he obliged to pay rent? And if the lease binds him to make all the repairs, as most leases do, what if anything is he obliged to do in the way of reconstructing the building?

There is a point in law that I wish you would make clear to me. My predecessors and later myself have occupied the same rooms for over twenty-two years without a lease. The last three years the building was in the hands of executors of the deceased owners and could not rent for more than one year. I have no lease of any kind, always paid the rent monthly at \$100.00 per month.

On February 27th fire broke out and damaged my entire stock, more by water than by fire. Nevertheless it put me out of business. That is, what was left I sold to a salvage company who arranged with me to run a sale, which was done under great difficulty. The main executor told me during the month of March that I need not pay any rent. From then on the former rental would apply. I vacated April 30th. Now they demand \$150.00 for the two months. Am I obliged to pay rent at all under the circumstances? The roof of the building was left intact, but the very large skylight was melted out, making heating impossible. They made no effort to make any repairs whatever.

If I must pay rent at all, can I hold them to the one month which the one executor promised free? J. O. H.

I am sorry to advise this correspondent and any other reader who may be in the same boat that he is obliged to pay his rent in spite of the fact that what he rented was practically destroyed by fire. This seems a harsh rule, but let me discuss it a little and it may not seem so harsh.

#### Common Law Was Drastic.

The old common law rule, before men began to modify it by statutes and equitable agreements among themselves, was exceedingly drastic as to matters occurring between landlord and tenant. For instance, where the lease bound the tenant to make the repairs, and most leases did and do that, the tenant would have to rebuild the building if it burned down, even though he was in no way responsible for the fire. And this is still the law where the lease between the parties has not relaxed it. Usually it has been relaxed by a clause binding the tenant to "deliver up the said premises to the lessor in as good order and repair as the same now are, reasonable wear and tear and damage by accidental fire excepted."

The old common law is equally harsh with the burned out tenant as to the paying of rent. Even though the building is completely destroyed the tenant must

go on paying rent. Nothing but a provision in the lease can save him from this in most states, surely an unanswerable argument for a written lease in every case.

The reason for this rule is that a man who rents a property gets two factors, the land and the building, and even though the latter is destroyed he still has the land and ought to pay rent for it. A faulty argument, for usually the building is the important thing, and the tenant ought not to pay the same rent for less than half the consideration. Here is the rule stated from a leading case:

#### What the Law Says.

There is no doubt that where there is a covenant to pay rent in a lease of land with a building erected thereon the destruction of the building by fire does not absolve the lessee from liability for the rent. This rule has its foundation in the fact that the tenant is still in possession of the soil on which the building was located, and that something remains to which the lease attaches. He may reconstruct the building.

To be consistent the law must make a difference where only a part of the building is rented and it does, for there the tenant gets no land and if his part of the building burns he has lost everything. In such a case he is absolved from paying rent.

Some states have modified this harsh rule, mostly in the South. In Virginia, Nebraska, South Carolina, Kansas and Texas, for instance, the tenant whose building is burned can get an abatement of rent based on the extent of the destruction, but most states stubbornly enforce the old rule, unless the parties have modified it in their lease. The rule has sometimes gone to almost incredible lengths. For instance, there have been cases when a landlord has collected insurance money on the burned building and refused to rebuild, yet the tenant has been compelled to go on paying rent for the balance of the term. You say what an outrage that is, and I agree, nevertheless it is one which could easily have been avoided in the lease.

Of course, if a landlord has agreed to make the repairs, though landlords aren't given to doing this, he would be compelled to rebuild in case of fire, and if he didn't do it, the tenant could stop paying rent.

My advice to any business man who uses a rented building is to first learn from the law of his own state whether an abatement in the rent is made in the event of fire. If not, his only protection against such a situation as confronts this correspondent—and it might easily be worse than that—is a provision in the lease, which he should earnestly set out

to get. Such provision could be very simple—merely a statement that in the event of destruction of the building by fire, the rent should proportionately abate.

#### THE BUSINESS QUIZ.

Following is the nineteenth set of six questions in a series published by THE NATIONAL PROVISIONER under the general title of "The Business Quiz," points of information to every business man:

Question No. 1.—Who was Robert C. Ogden and what were his five rules for success?

Question No. 2.—What is known as the Seven Practical Ages of Man?

Question No. 3.—Why are crests and coats of arms sometimes used on business stationery?

Question No. 4.—Is a firm responsible for acts of those they employ?

Question No. 5.—What is the Sherman anti-trust law?

Question No. 6.—Is one member of a firm responsible for the debts of others?

The answers to these questions will appear in the next issue of THE NATIONAL PROVISIONER.

#### LOCAL AND PERSONAL.

J. H. Isom has sold his meat market to Loucks & Allen.

A. H. Baker is reopening his meat market at Wabash, Ind.

Fred Weining has opened a new meat market at Selah, Wash.

George Eckhard is opening a new meat market at Hammonton, N. J.

W. A. Reese has opened a new meat market at Ronceverte, W. Va.

John Sheahan, Sr., has opened a new meat market in Marengo, Calif.

Waddell & Boyer have opened a new meat market in Charlotte, Mich.

Messrs. Wren and Webb have opened a new meat market at Danville, Ky.

Gus Beyers has sold his meat market to Joseph Desjardin at Marquette, Mich.

E. C. Shibley has bought the meat market of the C. S. Paul estate at Woodstock, Ont.

The Star meat market at California, Pa., has been bought by Messrs. Weis and Ziskind.

Bradley Ballard and J. B. Ott have bought the City meat market at Georgetown, Ky.

Chas. Billingsley has opened a new meat market at DeWitt, Ark., under the name of Billingsley & Son.

Will Giles is shortly to open a meat market on the corner of Main and Buckeye streets, Crooksville, O.

C. E. Harrison has sold his meat market at Keyser, W. Va., to Bud Miley who took charge on September 1, 1921.

Two new meat markets have been opened in Sharpsville, Pa., one by James Barrett and the other by Mr. Schermer.

Albert Fanz and Clifford George have dissolved their partnership in the retail meat business in Knoxville, Tenn., and the business will be carried on in future by Mr. George.

F. G. Zlerath & Bro. will open in the meat and grocery business at 1233 Second street, S. W., Rochester, Minn.

The Broadway market at Chico, Cal., will be opened in the Head building on Market street near Fifth street, by Bass & Sons. There will be four departments, grocery, green grocery and fruit, delicatessen and meat market.

Wm. Hedglin opened a meat market at La Grange, Ind.

F. F. Herguth will resume the meat business at Hillsboro, Ill.

Paul Haumann has bought a meat market at Fosston, Minn.

Otto Kessel has opened a meat market at Cape Girardeau, Mo.

Bob Hallett will open a meat market at White Earth, Minn.

H. Ormersher has closed out his meat market in Rushville, Nebr.

Herschel Dickerson has bought the Elgin meat market at Danville, Ill.

Lloyd Hutchens at Adel, Ia., has sold his meat market to E. H. Shaffer.

Joseph Joswiak has opened a new meat market at Wisconsin Rapids, Wis.

Frank Melvin has sold his meat market to John Leavitt at Alliance, Nebr.

Bart Jones meat market at Huntington, Ind., was sold out to John Johnson.

Carl O. Olson has sold his meat market to Joseph Turek, Morristown, Minn.

W. C. Behrens has bought the Henderson meat market at Plankinton, S. D.

Fred W. Draemel has sold out his meat market to Otto Forney at Dodge, Nebr.

Walter Riede and John Rommel will open a meat market at Rochester, Minn.

L. H. Gregg has bought the meat market of A. Pippinger at Little Rock, Ark.

A. J. Stehno has moved his butcher shop at Atwood, Kans., into his new building.

S. Struve and F. Fritsch have bought the B. Otto beef market at La Grange, Tex.

Cohen Bros. have opened a meat business at 5552 Beaubien street, Detroit, Mich.

A. Pippinger has sold out the City meat market at Bentonville, Ark., to L. H. Grigg.

Chaffee Co. will open a branch grocery store and meat market in San Jacinto, Cal.

W. N. Cox has opened a meat market in the Sargent grocery store at Watonga, Okla.

The B. Otto beef market, La Grange, Tex., has been sold to S. Struve and F. Fritsch.

Melvin Blume and Arthur Gilbertson will open the Central meat market at Ashland, Wis.

Howard Jack has purchased the S. A. Jones grocery and meat market in Apollo, Pa.

The Dug Montgomery meat market at Alexandria, Ind., was sold out to Dwight Montgomery.

Joseph Joswiak has opened a meat market at 807 Grand avenue, Wisconsin Rapids, Wis.

The Crystal market has been opened at East 102nd street and Euclid avenue, Cleveland, O.

The Gold Star grocery and meat market has been opened at 6600 Michigan avenue, Detroit, Mich.

The Ward meat market at Murphysboro, Ill., has changed its name to the Main meat market.

John Vaunett has purchased the meat and grocery business of Wm. R. Harris, Muskegon, Mich.

The Sounenberg Sausage Co. is taking bids for the erection of a sausage factory at Milwaukee, Wis.

N. Kessler will open a new market on Broadway at the corner of Sixteenth street, Oakland, Cal.

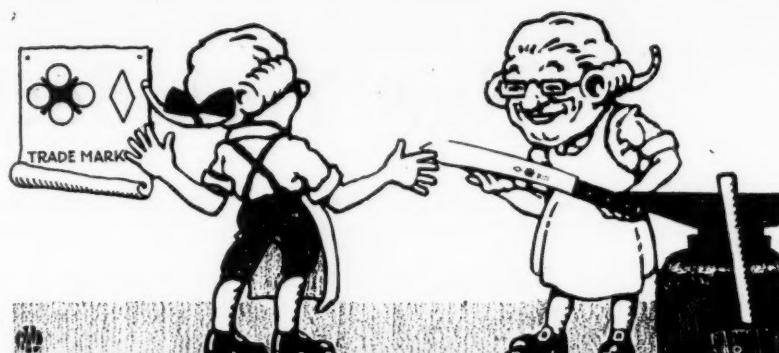
Ed. R. Boldt has purchased the meat and grocery business of Herman Wiesenthal at Wheatland, Wis.

J. J. Brince has purchased the interest of James Branovich in the City Meat & Grocery Co. at Eveleth, Minn.

A. J. Haynes of Rockford has purchased the meat market from Edward Robinson at St. John, Wash.

H. Walter has opened a meat market at the corner of North Main and McWilliam streets, Fond du Lac, Wis.

Wm. Kaufman is about to begin the erection of a butcher shop and smokehouse at Eighth and Bluff streets, Sheboygan, Wis.



**HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL**

## **John Wilson's Butcher Knives and Steels**

**1750**

**THE BEST THEN**

**Standard of the World**

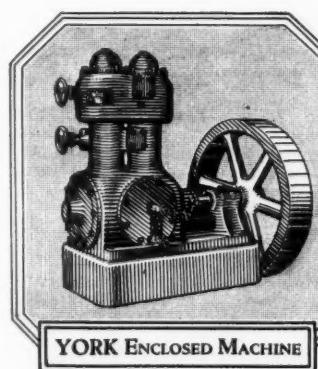
**1921**

**THE BEST TODAY**

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*Sole American Agents*

**Boker Cutlery & Hardware Co., Inc., New York, N.Y.**



**YORK ENCLOSED MACHINE**

## **RELIABLE REFRIGERATION for the Butcher**

When a Butcher buys refrigerating equipment, the thought uppermost in his mind, in most cases, is the reliability of the machine. Can he absolutely depend upon it to perform the work? A shut-down at a time when his refrigerator is well stocked would mean a heavy loss, due to spoiled meats.

York Refrigerating Machines have demonstrated their absolute reliability by more than thirty-five years of satisfactory service, which has given them a high reputation throughout the refrigerating field.

Many butchers in all parts of the United States, and in Foreign Countries, are using York Mechanical Refrigeration in marketing high grade products. We invite all Butchers to investigate the York System of Refrigeration, and believe it will prove profitable to them in most cases.

**YORK MANUFACTURING CO.**

*(Ice Making and Refrigerating Machinery exclusively)*

**YORK, PA.**

*There is a YORK Plant to fit Your Business*

Bert Johnson has purchased a half interest in the Fernie meat market from Joseph Walkley in Cranbrook, B. C.

August Thebault grocery and meat market at 37th street and Fond du Lac avenue, Milwaukee, Wis., was burned out with a loss of \$8,000.

Henry Rastedt and Charley Ernest have formed a partnership and will open a new meat market to be known as the Consumers' meat market at Fargo, N. D.

Louis Deitschel, for two years connected with the Deitschel Brothers butcher shop, has purchased the Kohli meat market at 2024 Fairfield avenue, Fort Wayne, Ind.

Geo. Doman has taken over the interest of his partner in the firm of Doman & Sengstock, both at Shiocton and Hortonville, Wis., and will conduct the business alone hereafter.

C. F. Eggert has been made resident manager of Buehler Bros. meat market in Rock Island, Ill. Mr. Eggert has had years of experience in the retail meat business and is well qualified for his new position.

**For Sausage Makers**

**BELL'S**

*Patent Parchment Lined*

**SAUSAGE**

**BAGS**

*and*

**SAUSAGE**

**SEASONINGS**

*For Samples and Prices, write*

**THE WM. G. BELL CO.**

**MASS.**

# New York Section

T. B. Clothey, head of the glue department of Morris & Company, Chicago, is in New York.

G. A. Handley, district superintendent of the Cudahy Packing Company, New York, is vacationing.

C. B. Heinemann, vice-president of the Institute of American Meat Packers, was in New York this week.

W. R. Whiteman, general traveling auditor for Swift & Company, New York, is taking a few weeks' vacation.

President Thomas E. Wilson of Wilson & Company, Chicago, sailed on the Aquitania Tuesday for a business trip to Europe.

P. D. Armour and Chas. H. Swift were among the passengers who returned on the Aquitania last week from a visit to the other side.

Recent visitors to the New York Produce Exchange were John W. Todd of New Orleans, W. L. Shepard of Richmond, Va., and J. H. Barker of Northport, Me.

M. E. Smith, assistant treasurer of Morris & Company, Chicago, made a trip to New York this week, visiting the plant of Joseph Stern & Sons Co. while here.

State Secretary William H. Hornidge of the United Master Butchers of America, and Mrs. Hornidge have just returned from a visit to their son, Attorney Henry Hornidge, at Shore Acres, L. I.

C. E. Gillespie, of Thomas Borthwick & Sons, has returned from a two weeks' vacation spent in Bermuda.

M. Rosenbach, export department, J. A. Kennelly, casings department, and Dr. L. M. Tolman, chief chemist of Wilson & Company, Chicago, are in New York this week.

Charles E. Herrick, vice-president of the Brennan Packing Company, Chicago, and chairman of the traffic committee of the Institute of American Meat Packers, was a visitor to New York this week.

Dan O'Shea, formerly of Cudahy Packing Company, Pittsburgh, Pa., branch, has assumed managerial duties at the Westchester market, located at 153rd street and Brook avenue, replacing J. A. Crowe.

R. C. McManus, head of the legal department, R. R. Kortz of the branch house provision department, and R. H. Gifford, head of the sausage department, Swift & Company, Chicago, are in the city this week.

Prices realized on Swift & Company sales of carcass beef in New York for the week ending Saturday, September 10, 1921, on shipments sold out, ranged from 11 cents to 18 cents per pound, and averaged 14.52 cents per pound.

President Walter Blumenthal of the United Dressed Beef Company returned on the Aquitania last Saturday. While on the other side Mr. Blumenthal looked over the foreign situation in the principal cities of Europe pretty thoroughly.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending September 10, 1921: Meat—Manhattan, 428 lbs.; Brooklyn, 135 lbs.; Bronx, 77 lbs.; Queens, 30 lbs.; total, 670 lbs. Poultry and game—Manhattan, 519 lbs.

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, September 3, 1921, are reported by the New York City Health Department as follows: Meat—Manhattan, 1,633 lbs.; Brooklyn, 45 lbs.; Bronx, 75 lbs.; total, 1,753 lbs. Poultry and game—Manhattan, 272 lbs.; Bronx, 25 lbs.; total, 297 lbs. Fish—Brooklyn, 38 lbs.

The employes of the Cudahy Packing Company of the Westchester market branch gave a banquet at the Hotel McAlpin last Saturday evening in honor of Manager J. A. Crowe, whose resignation was effective on that date. There were about 75 present, consisting of the branch employes and representatives of other local Cudahy branches, as well as a few of the numerous friends Mr. Crowe has made during the time he has been in New York. Mr. Crowe was presented with a diamond scarfpin and a Masonic ring. The presentation speech was made by P. L. Hughes, former general eastern representative of the company.

## WORKING PAPERS FOR MINORS.

Butchers in New York City are interested in the amendment to the compulsory education law which went into effect in New York State on September 1, and which has been put in force in New York City at once. Heretofore the city's Department of Health has been responsible for the issuance of working papers to minors. Under the new regulations the Department of Education will issue all employment certificates to children between 14 and 17 years of age.

Certificates will be issued to children fourteen years of age if they have graduated from an elementary school and to those who have not graduated but who have attended school for 130 days since their fourteenth birthday and have reached the age of fifteen. A change in the new law permits the child to make up the time he or she is short within a period of ninety days instead of the old method of compelling them to start over again if the number of days is broken for any reason.

Under the new system the parent of the child applying for the certificate must present the application at one of the district offices. A certificate will not be issued unless the applicant has a position in sight, and such a certificate will be good for one job only. When granted a certificate the child is given a blank, which he or she is to present to the employer. The employer is obliged to fill it out and return it to the office which issued it upon the termination of the child's service.

The law requires the parent or guardian of the child to make personal application for the school record certificate. If between fourteen and sixteen years of age, the minor is required to obtain a statement signed by the prospective employer stating that he expects to give the minor present employment and setting forth the character of that employment together with the number of hours daily and weekly which the minor will be employed.

WHOLESALE DRESSED MEAT PRICES.					
	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
<b>FRESH BEEF:</b>					
STEERS:					
Choice . . . . .	\$17.00@17.50	\$ . . . @ . . .	\$17.00@19.00	\$18.00@19.00	
Good . . . . .	16.00@17.00	13.50@14.00	14.50@16.00	15.00@17.00	
Medium . . . . .	12.00@14.50	12.00@13.00	12.50@14.00	13.00@15.00	
Common . . . . .	8.50@10.00	11.00@11.50	10.00@12.00	10.00@12.00	
COWS:					
Good . . . . .	11.60@11.50	. . . @ . . .	11.00@12.00	. . . @ . . .	
Medium . . . . .	9.50@10.50	10.50@11.00	9.00@10.00	10.00@11.00	
Common . . . . .	7.50@ 8.50	10.00@10.50	. . . @ . . .	9.00@10.00	
BULLS:					
Good . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
Medium . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
Common . . . . .	7.75@ 8.25	. . . @ . . .	8.00@ 9.00	. . . @ . . .	
<b>FRESH VEAL—*</b>					
LAMBS:					
Choice . . . . .	19.00@20.00	. . . @ . . .	24.00@26.00	. . . @ . . .	
Good . . . . .	17.00@18.00	. . . @ . . .	18.00@20.00	. . . @ . . .	
Medium . . . . .	15.00@16.00	. . . @ . . .	15.00@17.00	16.00@17.00	
Common . . . . .	10.00@14.00	10.00@11.00	12.00@14.00	13.00@15.00	
<b>FRESH LAMB AND MUTTON—</b>					
YEARLINGS:					
Good . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
Medium . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
Common . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
MUTTON:					
Good . . . . .	10.00@10.50	. . . @ . . .	11.00@12.00	12.00@13.00	
Medium . . . . .	9.00@ 9.50	7.00@ 9.00	10.00@11.00	10.00@11.00	
Common . . . . .	6.00@ 8.00	5.00@ 6.00	6.00@ 9.00	7.00@ 9.00	
<b>FRESH PORK CUTS—</b>					
LOINS:					
8-10 lb. av. . . . .	28.00@30.00	28.00@29.00	28.00@30.00	20.00@27.00	
10-12 lb. av. . . . .	26.00@28.00	26.00@27.00	27.00@28.00	19.00@26.00	
12-14 lb. av. . . . .	21.00@24.00	23.00@24.00	23.00@25.00	17.00@25.00	
14-16 lb. av. . . . .	17.00@20.00	18.00@20.00	19.00@21.00	15.00@16.00	
16 lb. over . . . . .	14.00@16.00	16.00@18.00	15.00@18.00	12.00@14.00	
SHOULDERS:					
Plain . . . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	. . . @ . . .	
Skinned . . . . .	15.00@16.00	. . . @ . . .	14.00@16.00	. . . @ . . .	
PICNICS:					
4-6 lb. av. . . . .	12.00@13.00	13.00@13.50	. . . @ . . .	11.00@12.00	
6-8 lb. av. . . . .	11.00@12.00	12.00@12.50	11.00@12.00	. . . @ . . .	
BUTTS:					
Boneless . . . . .	. . . @ . . .	. . . @ . . .	21.00@22.00	. . . @ . . .	
Boston Style . . . . .	19.00@20.00	. . . @ . . .	18.00@19.00	17.00@19.00	

\*Veal prices include "hide on" at Chicago and New York.

**MR. PACKER:**  
Do you know  
**WHY? →**



Do you get our Weekly Market Report? If not, advise us. We want to keep you posted, by mail or wire at our expense.

**LIONEL M. LEVINE  
CONSULTING ENGINEER  
PACKING PLANTS—REFRIGERATION  
PLANS AND SUPERVISION  
29 BROADWAY NEW YORK**

**EASTERN MEAT TRADE CONDITIONS.**

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Cooler weather during the past week was the principal contributing factor to an improved demand for all classes of fresh meats. Barring a generally unsettled and declining veal market, prices were relatively steady, with lambs strong to unevenly higher.

While eastern beef trade continued to improve, there was practically no change in closing prices from those of last Friday. After losing Monday's advances, Boston and New York settled to the level of the previous week and held steady to firm on light to medium weight carcasses. Heavy carcasses were not wanted at any market and these were unevenly \$1 to \$1.50 lower at the close. Barring heavy carcasses, conditions at Philadelphia were generally steady and prices in line with a week ago. Cows constituted only a small percentage of receipts, with practically all in the medium and common grades. Receipts of bulls were again negligible and barely sufficient to establish a market. Kosher beef trade was fairly constant and prices steady, with a slight upward tendency.

Although receipts of veal continued comparatively light, a falling off in demand resulted in sharp and uneven breaks on all grades below choice, and some accumulation. Closing prices were mostly \$2 below a week ago.

With Monday's opening prices on lamb at all markets unevenly \$1 to \$3 above the previous Friday's close, the advance was firmly held until late in the week, when Philadelphia weakened and lost \$3. Other markets continued firm at the higher range and closed steady to firm, with Boston showing a gain of \$4 and New York \$2. Closing conditions at Philadelphia were weak and practically in line with a week ago.

Under generally light receipts, mutton markets were inactive and prices steady to slightly higher than the previous week. Heavy weight carcasses constituted the bulk of offerings and most sales were made in cuts.

Offerings of fresh pork were light at all markets, but receipts of frozen or chilled loins were liberal. Unfrozen found ready sale at firm prices, while frozen was draggy, at a discount of \$4 to \$6. With cooler weather the trade became more discriminating and practically all sales of frozen pork were forced. Week-end accumulations of the latter were reported at all markets.

Boston closed fairly steady to weak on

**That Kansas City is the BEST MARKET in the West to buy your Live Stock?**

Because they sell better worth the money than on any other Western market.

Fat grass cattle coming from Texas and Colorado are selling at low prices here. A trial order will prove the truth of our assertion.

For "Service that Satisfies" send that next order to

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## MEAT COVERINGS

All Kinds of Stockinette  
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**Beef Calf Sheep Hogs**

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400-410 Water St. ADRIAN, MICH.

## Thomson & Taylor Company

*Recleaned Whole and Ground  
Spices for Meat Packers*  
CHICAGO, ILLINOIS

beef and pork, steady on veal and mutton, with lambs steady to strong. Closing demand was slow, but sufficient to affect a clearance. New York closed weak on medium and heavy beef, choice beef and veal steady, heavy veal weak, lamb, mutton and pork steady. Some beef will be carried, other meats are cleaning up. Philadelphia closed weak on heavy beef, desirable weights steady, veal, lamb, mutton and pork closed weak. There will be a moderate carryover of beef, lamb and pork. Other meats are cleaned up.

### NEW YORK HIDE MARKETS.

(Continued from Page 32.)

**SMALL PACKER HIDES** active. About 15,000 Brighton small packer hides sold at 9-9½c, dating back to last October, for dates. No other business is reported today. All weight late slaughter cows and steers are quoted about 11-11½c with the inside generally favored as the nominal market. Steers alone are quoted up to 12c; bulls and brands are quoted up to 7c nominal.

**COUNTRY HIDES**—A car of New York State all weight country hides, fresh stock sold at 5c flat. Some New England buffs sold in odd car lots at 5-5½c selected for dates and descriptions. Fresh buffs are quoted at 6-6½c. A car of New England extremes sold at 9c selected. Mid-western mildly grubby extremes brought 9c and buffs of similar description brought 6c. Some city butcher extremes topped 9½c and buffs 6½c of mixed quality. Best mid-west grub free extremes are still priced up to 11c and buffs up to 7c. Tanners

usually consider these rates too high by ½-1c per lb. Southern extremes range at 7½-10c asked, as to description and section.

**CALFSKIN** steady but quiet. No fresh business passing in trimmed N. Y. city calfskins which last sold at \$1.75-2.25-2.65 for the three weights. Available stocks are not large and tanners are not pressing for business. Dealers are inclined to hold their small stocks firmly. Outside skins are quoted on a basis of about \$1.50 for lig' stock; countries recently moved on \$1.10 basis. Untrimmed stock ranged at 16-18c for quality; foreign skins are still held above a trading basis. Kipskins are quoted at \$3.25-3.50 for lights and \$4.00 for heavies.

**HORSE HIDES** steady. Mixed domestic hides quoted about \$5.00@3.25. B. A. dry horse 8 kilos avg. available at \$1.95 and of 7½c kilos avg. at \$1.95. About 10,000 dry horse offered.

**IMPORTED WET SALTED HIDES**.—A pack of 4,000 Sansinena frigorifico steers of late slaughter sold at \$48 Argentine gold, which figures approximately 17½c c.i.f. New York basis. These hides, however, are going to Europe. Slaughterers have meager unsold stocks of frigorifico steers, totaling not over 20,000, and they demand \$50 Argentine gold on subsequent business. Late exchange is quoted at \$1.35. Domestic tanners are unable to operate in the frigorifico market on account of the high prices. Most of such buyers, therefore, are turning to the domestic packer market for their supplies.



